

Commerce
Convention Number—American Cotton Manufacturers' Association

SOUTHERN TEXTILE BULLETIN

VOLUME 26

CHARLOTTE, N. C., THURSDAY, MAY 29, 1924.

NUMBER 13

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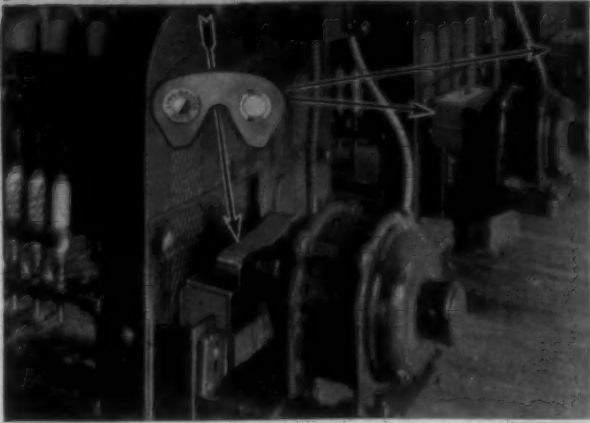
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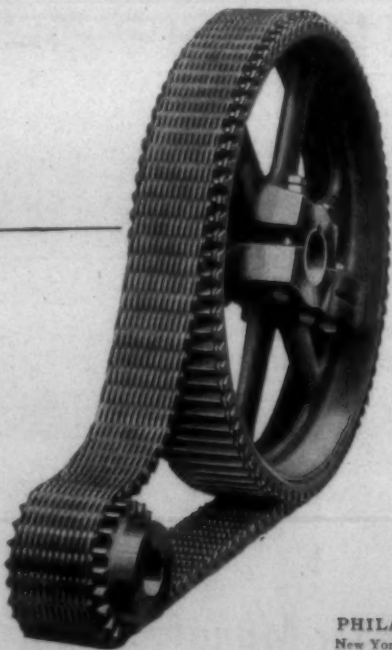
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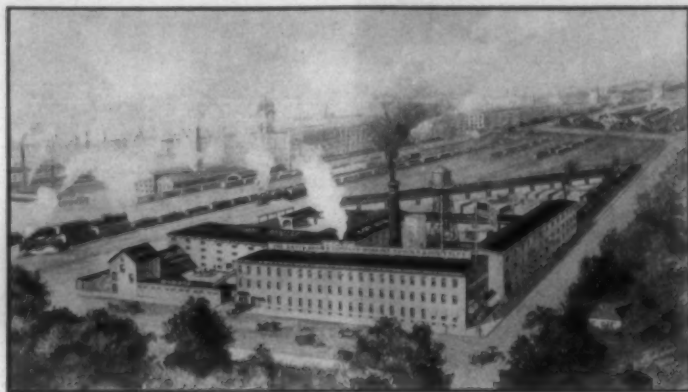
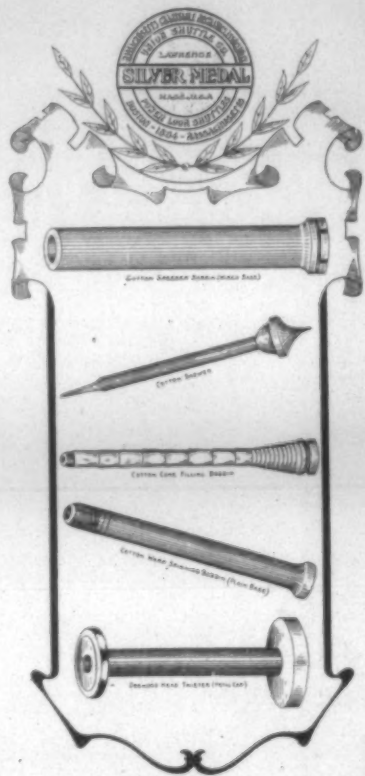
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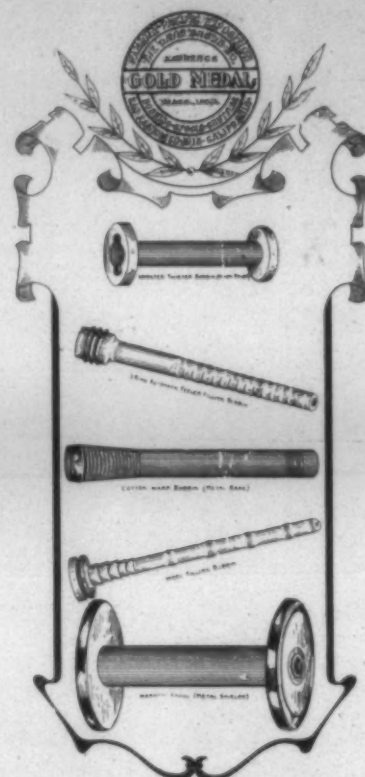
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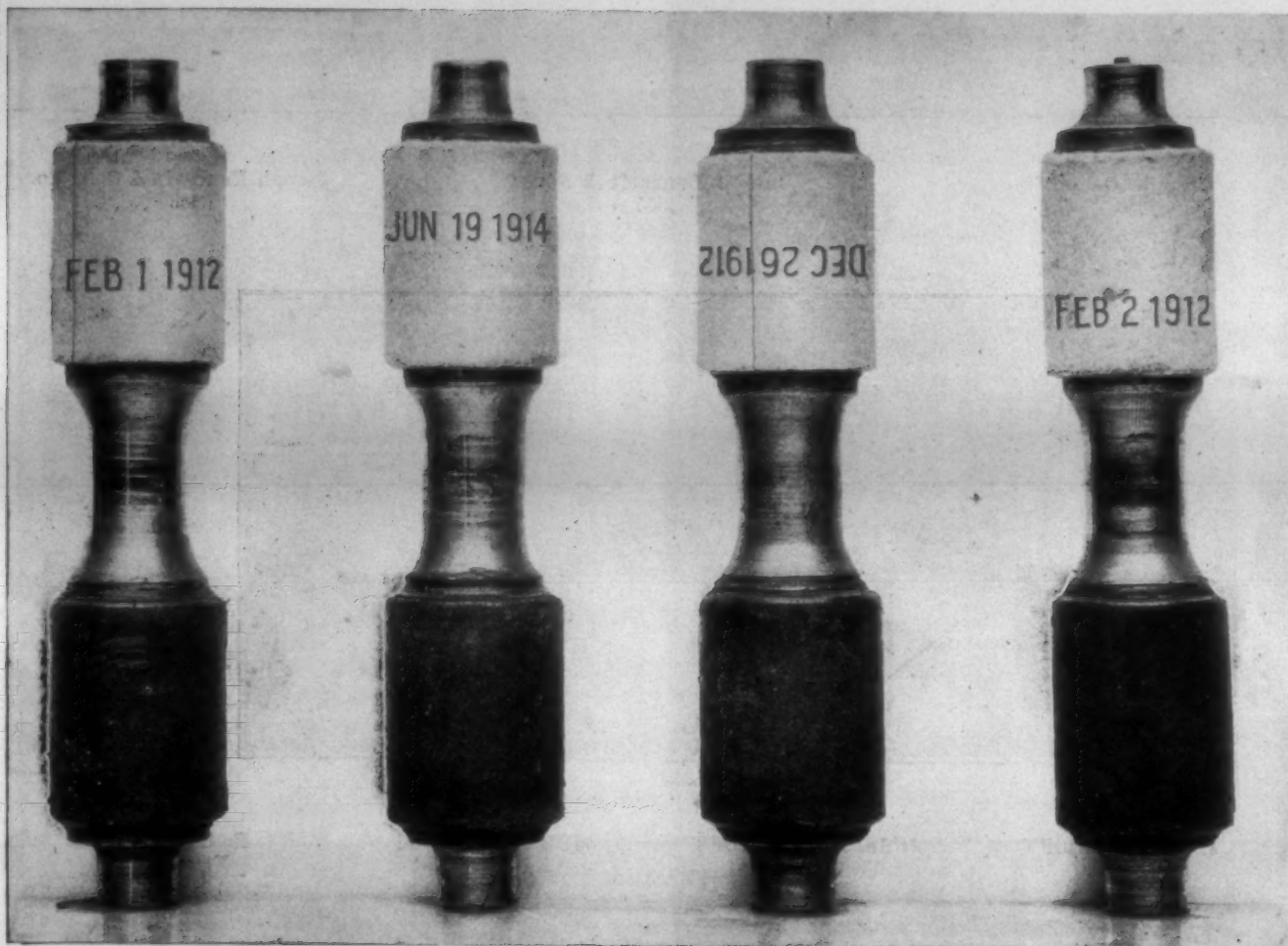
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Get in line with Knoxall Cloth, and derive the benefits of the best rolls possible to obtain.

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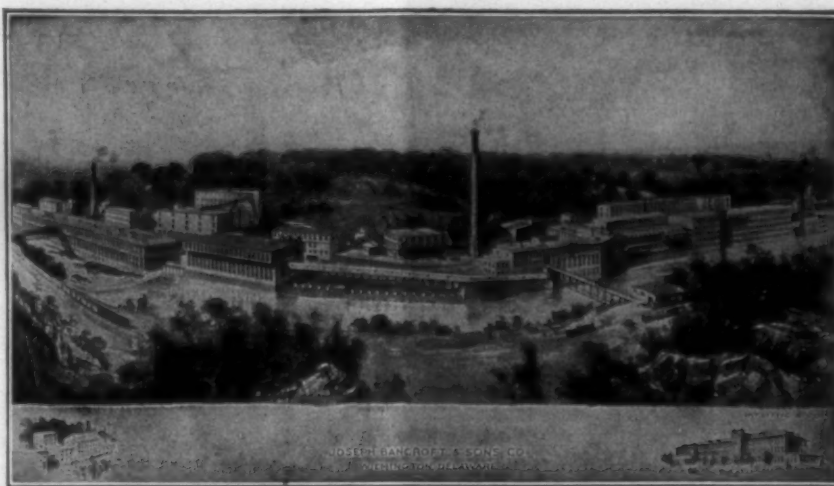
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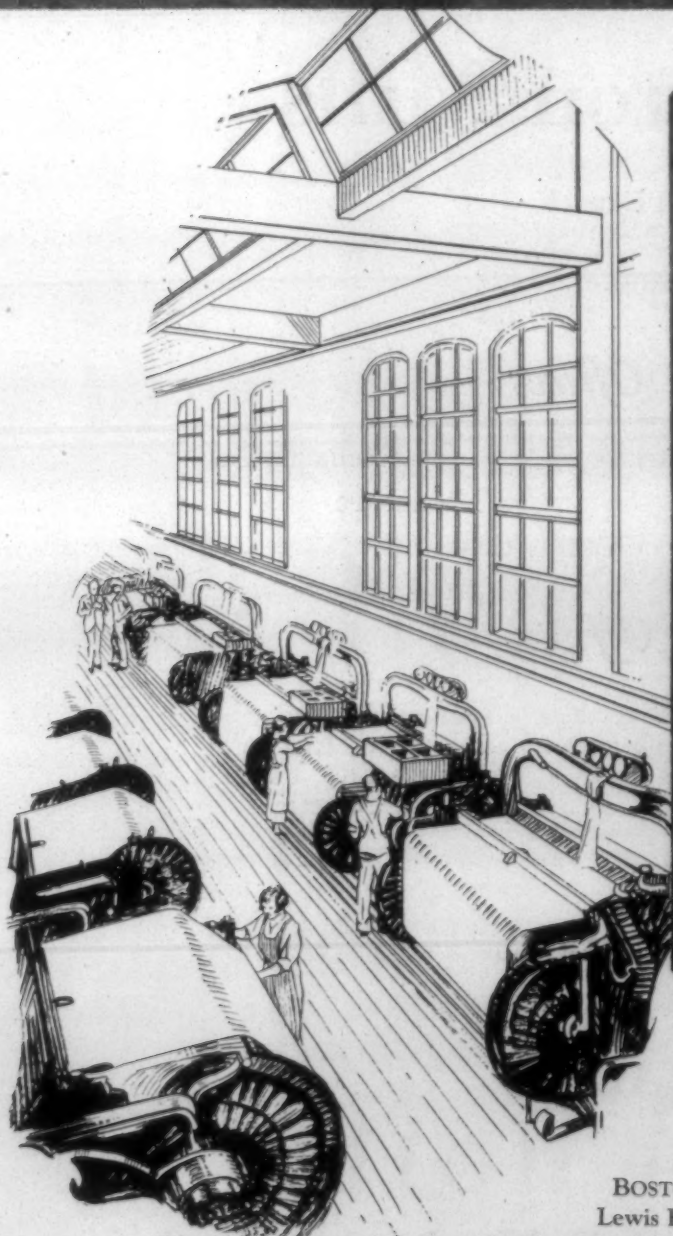
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Weave Room of Dunean Mills, Greenville, S. C. The original mill and all additions were designed by us.



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They operate practically one-half of the total number of looms in the South devoted to fine fabrics, and produce more than fifty percent of such goods made in the South.

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They are internationally known as two cotton mills of outstanding superiority in equipment as well as in product.

This organization of Engineers has participated in the development of both properties.

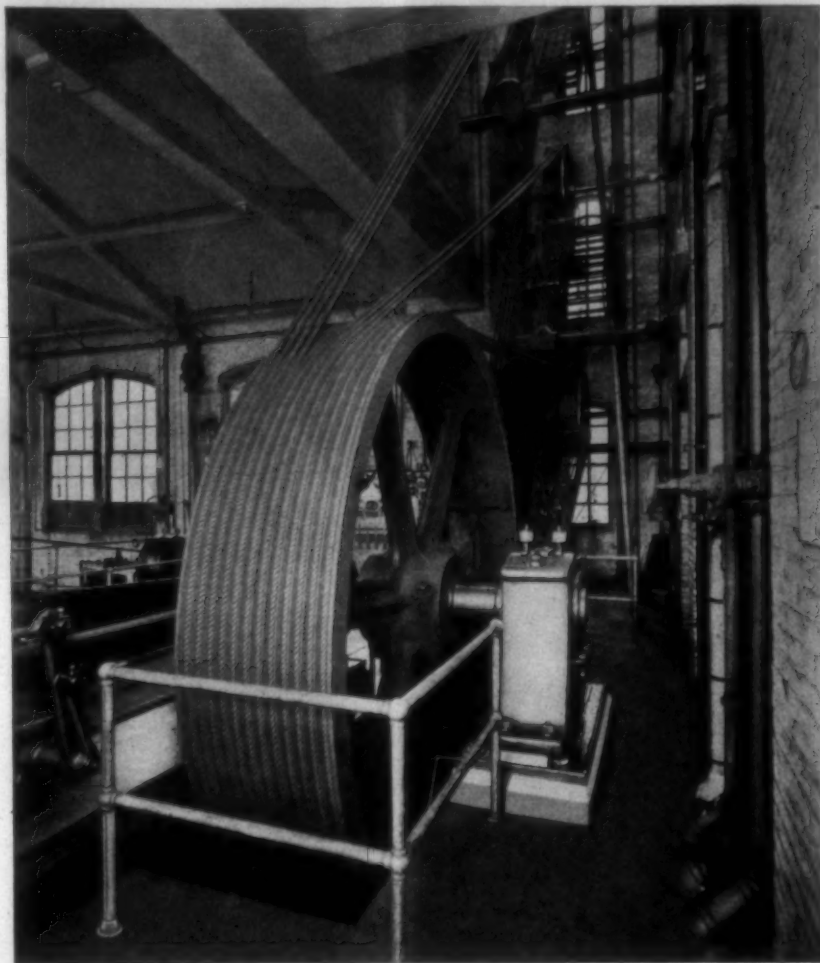
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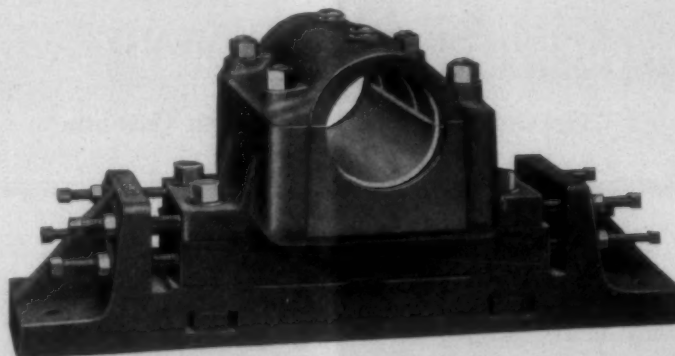
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SOUTHERN TEXTILE BULLETIN

PUBLISHED EVERY THURSDAY BY CLARK PUBLISHING COMPANY, 39-41 S. CHURCH STREET, CHARLOTTE, N. C. SUBSCRIPTION \$2.00 PER YEAR IN ADVANCE. ENTERED AS SECOND CLASS MAIL MATTER MARCH 2, 1911, AT POSTOFFICE, CHARLOTTE, N. C., UNDER ACT OF CONGRESS, MAR. 3, 1879.

VOLUME 26

CHARLOTTE, N. C., THURSDAY, MAY 29, 1924.

NUMBER 13

Address of President W. E. Beattie

IT is gratifying to see such a large number of members present at this the twenty-eighth annual convention of the American Cotton Manufacturers' Association. This, it seems to me, indicates two things: first, that existing conditions draw us together as illustrating the truth of the old saying that "misery loves company," and in the second place, the value of the association in handling many problems of mutual interest is more and more being realized by the members.

During the past several months the cotton manufacturers of this country have encountered conditions which are unprecedented, due, no doubt, to many causes, but also brought about to a large extent by the rapid and violent fluctuations of raw cotton. During last summer you will remember cotton was selling at 23 to 26 cents and in the fall, when the new crop of cotton came on the market, it sold at 29 to 30 cents. The price advanced rapidly until November 28 when the maximum was reached, viz.: 37.60 cents. Then after the first of the year the price declined until on March 28 the market was 27.40 or 10 cents a pound decline, that is, \$50 a bale. Cotton then gradually advanced to 31.60 cents on April 10, since which time disturbing fluctuations have been noted.

The buyers of cotton goods had a sad experience in loading up with merchandise in 1920, when cotton advanced to 42.25 cents to July 19, and then being forced to assume heavy losses when cotton declined to 14.50 on December 22, 1920, and showed a further decline of 11.25 cents on February 28, 1921. The fluctuation of the cotton market during the present season was certainly a disturbing factor which no prudent business man could afford to ignore.

Manufacturers of cotton goods are most sympathetic with the farmers who grow cotton and sincerely desire that a fair and just price should be realized by the growers for cotton; but it is important on the other hand, that the cotton planter should realize that the manufacturer faces this problem, viz.: cotton goods made from cotton costing more than a certain amount can not be sold except in limited quantities and if the consumer of cotton goods will

not buy, manufacturers are compelled to stop making goods and hence can no longer buy cotton.

Manufacturer Does Not Fix Raw Cotton Price.

It is not for the manufacturer to say what price is fair to the farmer, lower,

pay more some seasons than other seasons, but past experience has smaller demand for cotton goods when cotton is high, say about 30 to 35 cents or higher, than when cotton is selling around 20 to 25 cents or

contracts was over 4 cents a pound, for example:

	N. Y. Spots Closed at	Dec. Future Quotations
May 1, 1923	27.50	23.40
June 1, 1923	27.55	22.85
July 1, 1923	27.85	23.58
March 4, 1924	28.50	24.77
April 1, 1924	28.50	24.04

Unless the buyer of goods finds it necessary to buy, he naturally hesitates, in the hope that he can buy to better advantage in the fall.

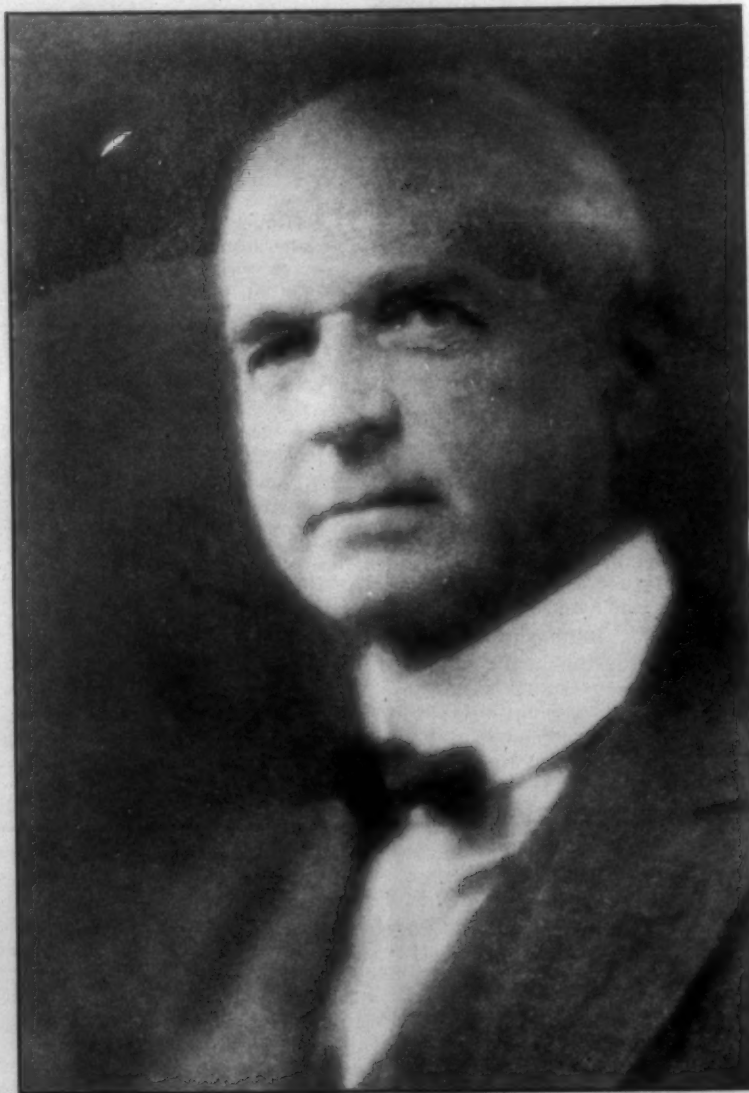
Another problem faced by the manufacturer is that in making goods from cotton on a higher level of value, he must take a heavier loss on account of waste. When cotton sells at 35 cents a pound a waste item of 5½ to 6 cents a pound must be absorbed. When cotton is selling at 15 cents this waste item is around 2½ to 2¾ cents. Supplies and repair parts, labor, freight and everything is on a higher level.

It has been suggested that manufacturers should advertise these facts so that the users of cotton goods will better understand the cause of the advance in the price of cotton goods.

Certification of Cotton for Southern Delivery.

The Federal Trade Commission held a hearing last fall in an effort to determine the causes of rapid and wide fluctuations of cotton and if possible suggest some plan whereby the market would become more stable and follow more closely the economic law of supply and demand, and a closer parity be maintained between spots and futures.

The certification of cotton at certain points in the South for delivery on New York contracts was urged as one plan to prevent sudden and wide fluctuations and maintain a proper parity between spots and futures. The commission, after careful consideration, takes the position that Southern deliveries will do much to eliminate manipulation and to maintain New York future prices in their proper relation to spot prices. There are other reforms urged by the commission, and it is hoped that Congress will enact a law adopting such regulations as will govern the transactions of the New York Exchange so as to prevent manipula-



W. E. BEATTIE,
Retiring President of American Cotton Manufacturers' Association.

demonstrated that there is a much nor is the manufacturer able to say what price he can pay for raw cotton and convert it into goods and feel sure he can sell the goods. The consumers of goods would perhaps

Another serious problem faced by the manufacturer and the buyer of cotton goods during the spring of 1923 and again this spring was that the difference between quotations for spot cotton in New York and fall

tion of prices and thus assist in stabilizing the industry.

Exports and Imports of Cotton Goods—The Tariff.

The Department of Commerce has made a careful study of the exports and imports of cotton goods to and from the United States and the figures given furnish much food for thought. The exports of cotton piece goods (including duck) to all countries from the United States for years 1913 to 1923 were as follows:

	Yards	Value
1913	466,684,952	\$ 32,257,482.00
1919	683,045,326	151,997,847.00
1920	818,750,946	238,153,577.00
1921	551,623,561	71,699,989.00
1922	587,492,532	85,232,412.00
1923	464,520,397	79,357,337.00

January and February of 1924 show a decline from preceding years. There were imported into the United States during 1923:

219,010,307 yards \$47,488,033.00

The importation of cotton goods has steadily increased, during the past ten years, from 45,497,927 in 1912, to the present 219 million yards. During two weeks, February 15 to 29, of this year, the imports of various cotton cloths show increases over the averages of 1923. They comprise quite a variety of fabrics but the chief items are broadcloths, satens and voiles.

Thus we see that the total exports of cotton cloths from the United States in 1923 were 464,000,000 yards, equal to \$79,000,000, and total imports in 1923 were 219,000 yards, equal to \$47,000,000.

Our chief competitor is Manchester. And since they are able to ship goods into the United States and pay duty on them, in foreign markets to which the United States and England both ship goods, they have a still greater advantage because we must pay the same duties they pay.

In this connection it is interesting to read an extract from information received from England by our Department of Commerce last month as follows:

"With a decreased demand in Colonial, Far Eastern and Levantine markets, the United States offers a fertile field for British cotton cloth. The United States, the fifth most important market in 1923 for British cotton goods, purchased a total of 174,922,000 square yards as compared with 95,384,000 square yards in 1922. The other countries taking large quantities of these goods were India, China, Turkey and Egypt, named in the order of importance."

A significant feature of the data referred to shows that in 1913 England exported to India 3,057,351 square yards and last year only 1,411,700; and to China in 1913, 746,533 square yards and last year only 234,710. Their shipments to other countries during the same years remained more nearly uniform; but the same figures show increases to the United States of four times as much in 1923 as in 1913.

We are told that "another important factor has been the exchange situation. The exchange rate has been against this country during this entire period, and this brings the price of cloths landed in foreign

countries considerably above the prices in New York." We learn further that the competition from Japanese mills has increased during the past year or two. They have practically absorbed the coarse goods trade in the Orient and last year invaded the Near East to a much larger extent than ever before and almost to the entire exclusion of American grey sheetings.

This condition taken in connection with our present depressed business in this country brings us face to face with an acute situation.

A large number of the mills in this country are curtailing production by shutting down entirely or running part time. The English news item referred to states that "Short time running is reported to have placed the spinners in a much stronger position and as a consequence they are holding out for better prices than they have obtained for some time past."

The depression existing in the cotton textile industry has been aggravated by importations referred to above and present tariff laws have become a matter of paramount concern to members of the American Cotton Manufacturers' Association who are the most active and progressive in the diversification and finishing of mill products. In fact, the agitation on this subject is so widespread on account of increasing importations, despite the enforced curtailment during recent months, that I have requested Stuart W. Cramer, the chairman of our Legislative Committee, to give special attention to it in his annual report and to outline the steps he is taking and what he recommends shall be done to bring the matter forcibly before our friends in Congress and the public generally. This phase of our troubles, coupled with the fiercely competitive domestic conditions prevailing in our industry, compels more than usual attention to this topic and it has therefore been scheduled for special presentation and discussion at the session this afternoon.

Immigration.

The question of immigration, which has occupied a conspicuous place in the halls of Congress during the present session, is one of far-reaching importance and it is gratifying to learn that Congress has passed a new law by an overwhelming majority adopting the 1890 Census as a basis and reducing the quota from 360,000 persons a year to 160,000 a year.

As Senator Reed of Pennsylvania said, "The facts are that there is not any country in Europe in which the motive to emigrate is not stronger today than it ever has been since immigration began to this country. The degree of economic distress that prevails there, the high taxes, the apprehension of military service, the disturbance of the whole economic situation, are greater today than they have ever been before." Continuing, the Senator said, "Just to illustrate how strong it is I may say that under the present law the Italian quota is 42,000 persons a year. I was told by one of the Italian emigration offi-

cials that more than 600,000 persons had registered themselves as applicants for emigration to this country under our quota law. In other words, they already have on file applications for permits to emigrate that would take up the present quota for the next fifteen years. That is typical and only typical because the same conditions exist in every other country in Europe."

Henry H. Curran, United States Commissioner of Immigration at Ellis Island, regards this question as "in its ultimate effect upon the future of our country the most important act of the present Congress."

Our present quota is 360,000 a year, but it seems probable that this will be considerably reduced. Mr. Curran says, "The total annual immigration is far more than these figures because the quota law does not ally to the Western Hemisphere, and furthermore, it contains many exceptions, for example, the total number of immigrants that came into the United States between July 1, 1923, and January 1, 1924, was 500,000, in just that period of six months."

Mr. Curran, who is certainly in position to know, says further "If we drop the 1910 measure and take up the 1890 measure, we come, with a few minor differences in the case of individual nations that almost exactly gives each part of Europe that to it which it is entitled. No more, no less. That is why I am for the 1890 measure. It helps us to become more homogeneous by sending to us every year a miniature or replica of that which we are already, according to original natural stock. The 1890 is the soundest, the healthiest, the fairest, the best." An improvement, it seems to me, on the existing law and the proposed new law would be a plan of selecting and passing upon the qualifications of immigrants before they leave foreign shores, rather than the system of examination at Ellis Island after they arrive on this side.

Taxation

The National Industrial Conference Board has made a very careful study of the problem of taxation; and in October, 1922, and again in October, 1923, issued reports. As the National Industrial Conference Board commands the confidence and respect of all thoughtful citizens, it is probably not out of place for me to quote briefly some of their conclusions:

"If to the burdens imposed by the Federal Government, there are added a host of State and local taxes, in the shape of capital stock, income, real estate and other taxes and licenses, the amounts paid by the manufacturing industry paid by the support of government reach staggering proportions. Heavy taxation has in many cases interfered with the recovery of general business, and has entailed great hardships through increased prices to the consumer."

"In order to measure the burdensomeness of taxation, a comparison was drawn between total taxes levied and the National income. The Board's estimate of national income for 1922 is \$58,000,000,000, an increase of 17 per cent over the year 1921.

Taxes represented therefore 12.1 per cent of the National income in 1922 as against 6.4 per cent in 1913, 12.1 per cent in 1919 and 16.7 per cent in 1921. On the basis of figures per capita National income, each person in this country had to contribute, in 1922, the result of six and one-fourth week's income towards the support of the government authorities, compared with three and one-third weeks' income in 1913. This country is thus back to the level reached in 1919 so far as the burden of taxation is concerned and the latter is still twice as high as it was before the war."

"The number of persons, active and inactive, on the public payroll has been growing until 1922 one of every twelve persons sixteen years of age or over, gainfully employed, according to the census of 1920, is supported by the government. The annual cost of supporting this vast host of public employees represents a cost of \$91 for each person over ten years of age gainfully employed."

"Another factor reflecting enhanced expenditures of State and local government is public construction. Elaborate construction programs undertaken by state and local governments, particularly with the aid and the stimulation of the Federal their public indebtedness since 1913.

During recent years seventeen States have adopted income tax laws to add to the labyrinth of our tax problems, and among them, six Southern States, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia. Unfortunately, there appears to be no uniformity in the systems adopted.

One other point emphasized by the Board is the estimate of the amount of property exempted from taxation for State and local purposes which they say approximated fifty-four billions in 1921, slightly less than one-fifth of our national wealth.

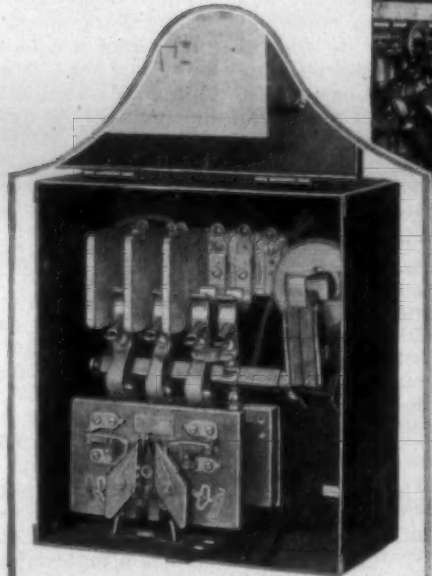
The importance of seeking to reduce the burden of taxes, Federal, State and local, will appear to anyone making even a casual study of the problem. The Federal Government collected taxes to the amount of \$3,379,377,872 in 1923 and \$726,000,000 from miscellaneous sources, such as taxes on inheritance, payment by Great Britain of her debt and receipts from sale of surplus property. We are informed by a careful and experienced student of taxation that the total revenue of the Federal Government for the calendar year of 1923, was \$4,105,000,000 and during the same year the people paid approximately \$4,000,000,000 to their State and local governments.

The expenses of the Federal Government exclusive of interest and charges on the public debt is about \$2,250,000,000. The interest on the public debt is about \$1,000,000,000. There was therefore a surplus of about \$855,000,000 available for reducing the public debt of the country and all of this was used for that purpose.

How the Tax Affects Business.

It is well to note in passing that under the present law corporations pay to the Federal Government 12½

(Continued on Page 54)



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You START RIGHT with the CR7006 Magnetic Switch

The right start is a sure start. That is why G-E CR7006 Magnetic Starting Switches are on these machines.

They save time, and increase production—for they quickly and surely start and stop the machines as operators desire.

The CR7006 Switch has a temperature overload relay which closely follows the heating curve of the motor. This prevents any unnecessary shut-downs, either in starting or running—for *only* the overloads which are dangerous to the motor make the switch stop the machine.

Low Price—Stock Shipment

Ask the G-E sales office in any large city for complete information on the CR7006 Starting Switch for small a-c. motors.

43A-106

GENERAL ELECTRIC



"Now you've named it. Work-Light really describes Cooper Hewitt"



The illustration shows a night view under Work-Light in the Steel Heddle Manufacturing Co. plant, Philadelphia. This famous firm has an installation of 200 Work-Light Lamps.

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There's a story for you in specialized industrial light. Write for the Work-Light booklet today. Cooper Hewitt Electric Co., Hoboken, N. J. 89 River Street.

COOPER HEWITT

Work-Light

Industry and Citizenship

Address of Dr. Henry Mace Payne, of New York, Consulting Engineer, American Mining Congress, before American Cotton Manufacturers' Association, Tuesday, May 27.

DOUBTLESS to many of you it appears strange that a mining engineer should have been invited to address a gathering of the textile industry. My reason for accepting the invitation was a sincere desire to contribute to your conference the results of an economic survey now in progress in the South under my direction which has for its aim the development of many potential industries and the utilization of great supplies of raw material now lying dormant, or being shipped to far distant States for fabrication, from whence, as manufactured goods, they are returned to be purchased by the original producers at greatly increased prices.

In your own industry you are discussing the elaboration of plans whereby the bleaching, dyeing, finishing and mercerizing may be done at home, thus obviating the shipment of goods to the North and East for further processing.

You have realized the advantages of diversified industry in your own field, as a stabilizer against industrial depression. You have suggested the erection of textile machinery and repair parts plants in the South. In connection with the establishment of electric smelters and the orderly and progressive development of your hydro-electric power near the great iron ore deposits of the South nothing could be more logical.

A half-century ago, Horace Greeley's "Go West, young man," was still stirring the ambitious and motivating industry. To-day, the attention of the manufacturer and capitalist, of agriculture and of mining, are alike turned to the South, where the sun of opportunity is shining upon a new era of progress, where streams have been harnessed and waste lands made fertile, where great factories have sprung up and a network of good roads joins happy and prosperous Anglo-Saxon communities.

The advance in mineral production alone has greatly augmented freight traffic, while increased manufactures and the creation of new industries have supplied opportunity for local employment, and materially enlarged the markets for farm products, until bank deposits in the South have increased from two thirds of a billion to six and one half billion dollars since 1900. In the matter of education, the South spent \$323,000,000 on her public schools in 1922 alone. This was ten times as much as in 1900 and was \$107,000,000 more than was spent for public schools in the United States in 1900—twenty two years previously. It was told once as typical of certain portions of the South that a man was seated on his porch, his chair uptilted with his back to the street, and his feet on the window sill. His wife remarked a funeral passing. "That's the funeral of old man

Williams," he remarked. I reckon it's the biggest seen in these parts for a while, ain't it, Car'line?" "A pruty good sized one, Bud" his wife replied. "I sure would like to see it" said Bud. What a pity I ain't facin' that way!"

Those days have passed. Outside of New York, Chicago and Philadelphia, there are built in the United States last year, 39 hotels costing one million or more dollars each, and of this number 19 were in the South. Million dollar hotels, Gentlemen, are not built except in localities where trade and commerce, or the requirements of visitors to nature's playground make them profitable.

With special reference to mineral production however, many of the choicest clays and minerals are shipped to distant states, only to be repurchased at stupendous increase in price in the form of products. For example, barytes or bauxite, selling at the mine at \$8 a ton, comes ware at \$100 and \$700 a ton. Insulating and porcelain clays, and ochre, return as spark plugs, electric porcelains, linoleum and paint at 100% to 200% increase.

Certain materials such as Fuller's earth, manganese, graphite chromite and magnesite, like certain products in your own industry, are the victims of a vacillating tariff policy. When the tariff ceases to be a political target and is recognized as an economic problem, these great American resources will become basic industries.

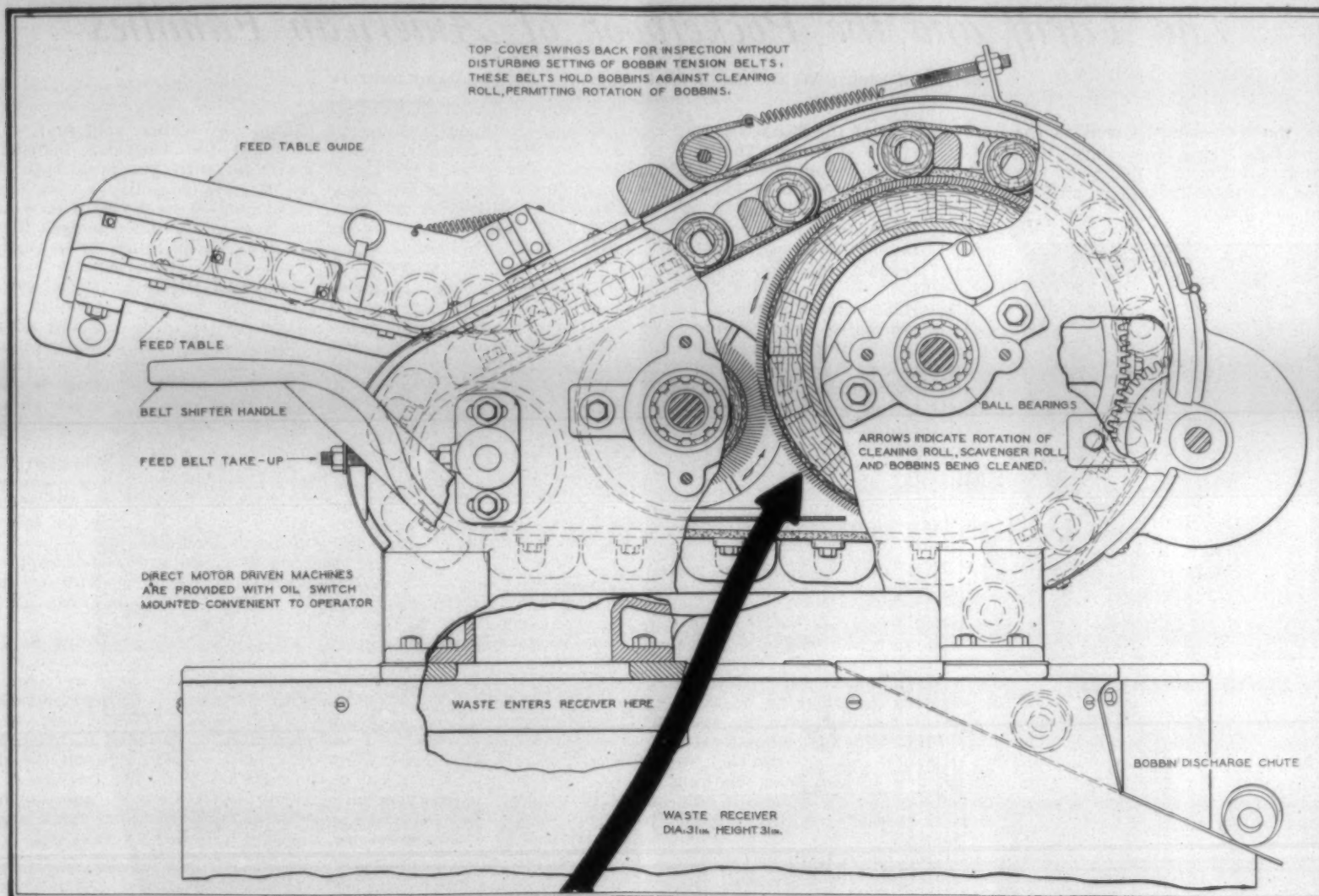
When local taxation, labor and freight rates on basic raw materials have reached a post-war equilibrium, many of these industries will spring up near the sources of supply, adding to the local resources, with new markets accessible under competitive freight rates.

The South has great limestone deposits within her borders; yet Georgia produces only 50 per cent of her cement requirements. Alabama but 40 per cent, while the Carolinas, Mississippi and Florida produce none. If every cement plant in the South and those now building were operating at full capacity, there would still be an annual shortage of 3,000,000 barrels in the South alone.

Calcium arsenate, extensively used in the fight against the boll weevil, requires the same grade of limestone used for cement. The white arsenic may be purchased as a by-product of the great copper and silver mines of the West. Alabama and Louisiana have invested \$1,100,000 in chemical plants near their great limestone deposits to supply their cotton growers with calcium arsenate. Mississippi, Florida, Georgia and the Carolinas have none.

The soft drink industry is indigenous to the South. One large producer uses 800 carloads of bottles per year, all from north of the Ohio

(Continued on Page 51)



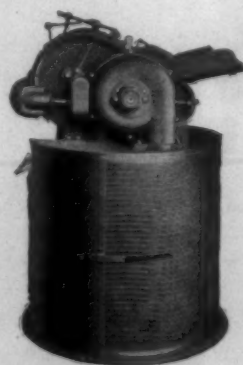
“Termaco’s” Two Intelligent Rolls

There are two card clothing covered rolls in the “Termaco.” The large roll does the actual cleaning of the bobbins, and the small one strips the waste from the cleaning roll. The combined action of these rolls re-works the roving waste as the bobbins are being cleaned.

Therefore, the machine serves a two-fold purpose with one labor cost. In addition it gives you a positive and accurate control over the amount of roving waste produced.

Perhaps your first thought will be: “But this machine requires an operator and my spinners are cleaning my bobbins at **no additional costs.**” We grant that, in part, but not in so far as “at no additional cost” applies.

A spinner is a skilled operative. The “Termaco” does not require a skilled operator. It takes more of the spinners’ time to clean a bobbin by hand than it does for a “Termaco” operator to do the same work with a “Termaco.” You are paying spinning wages to have your bobbins cleaned, and the method is much slower.



The “Termaco” is durably housed and all gears are well guarded. Lubrication of ball bearings is made easy and positive by the Alemite system of lubrication. Reworked waste is gathered into the receiver or may be piped to floor below.

Hand cleaning provides no method of waste control. “Many mills are making two to three times as much roving waste as is necessary.” The “Termaco” assures accurate control over each bobbin. Hand cleaning frequently means cut bobbins. The “Termaco” keeps new bobbins **NEW** and improves the condition of old ones which have been cut.

It will be a real pleasure to give you full facts about the Termaco Roving Bobbin Cleaner. Will you write today for these facts?



Every Machine Trademarked “TERMACO” is sold under a binding guarantee as to workmanship, material and operation.

The Terrell Machine Co., Inc.

ENGINEERING DEPT.

CHARLOTTE, N. C.

General Supply Co., Danielson, Conn., Rep. for N. Y. and N. E.

(N. Y. & N. E. Representative has at all times a complete stock of parts, to afford northern and Canadian mills quick and efficient service.)

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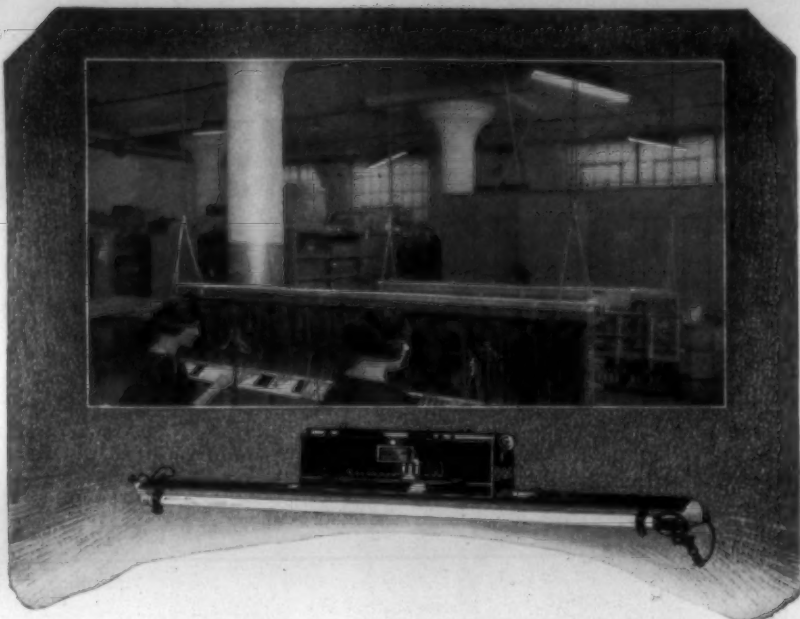
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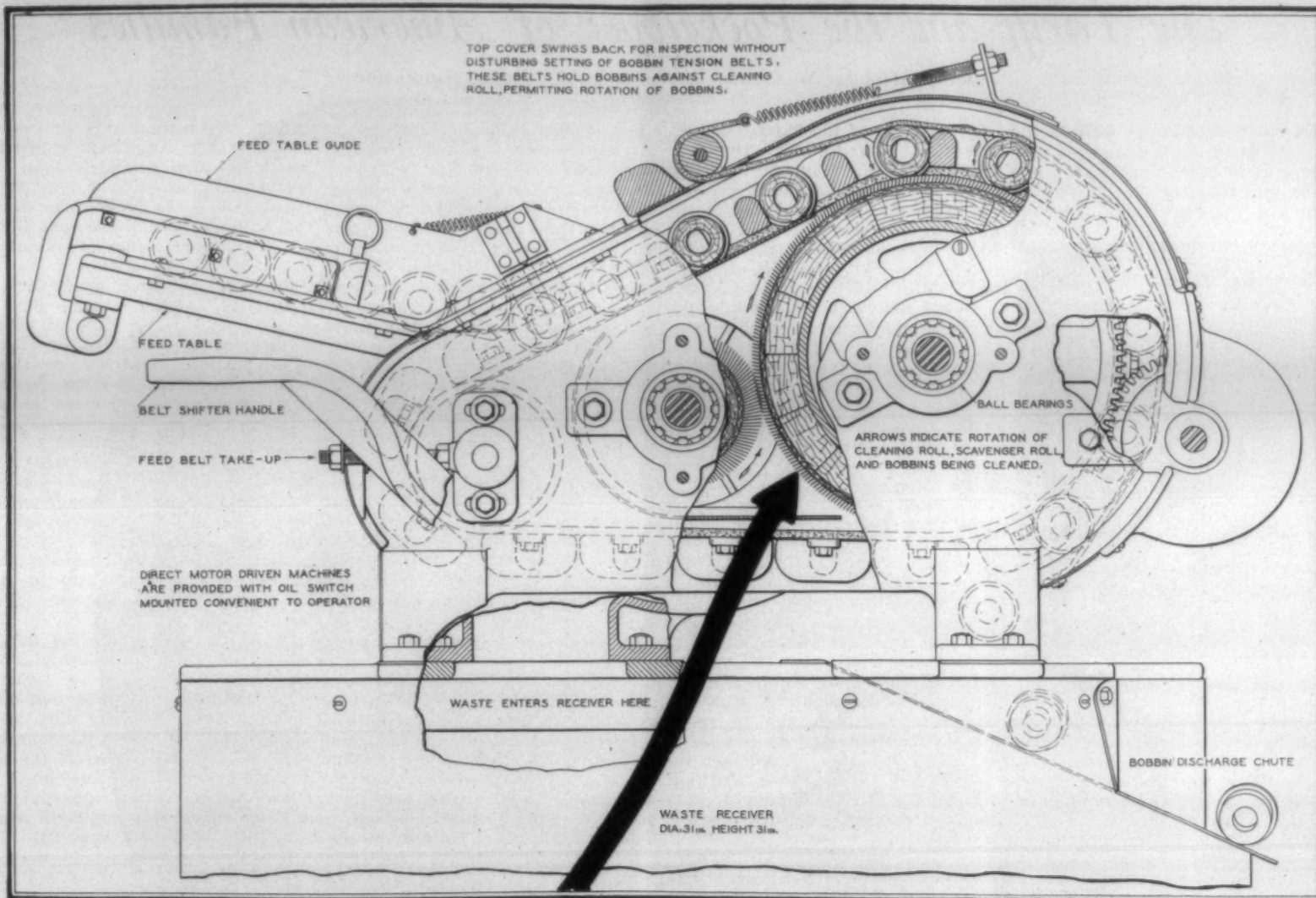
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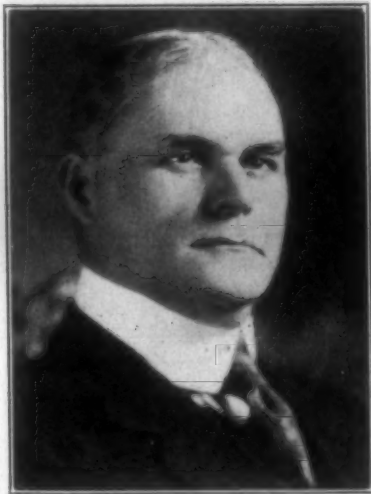
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The Tariff and the Pocketbook of American Families

Address of Stuart W. Cramer before American Cotton Manufacturers' Association.

THE most amazing as well as the most flattering tribute ever paid to any governmental policy of any nation was recently paid unwittingly to the protective tariff principle



STUART W. CRAMER.

of America by Marion Banister in a campaign pamphlet entitled, "The Tariff As a Tax on Women—What Women Pay the Profiteers," from which I quote the two opening paragraphs as follows:

"Women are the purchasing

agents for all of the 25,000,000 families in the United States. They buy or influence the buying of practically all that the 100,000,000 individual members of these families require in the way of food, clothing, furnishings, and the scores of other items of necessity, culture, comfort, and health.

"What American women buy, directly or indirectly, as the purchasing agents of twenty-odd million homes is a very large proportion of all the commodities manufactured and sold in this country. It is estimated that the retail value of the commodities purchased by women every year is \$40,000,000,000—about \$1,600 a family."

I submit that the true deduction from that remarkable statement, if it is true, is that America is the most prosperous nation on the face of the globe, despite our present depression; that American families are the most fortunate in the world, and that American women ought to be the most happy and contented on earth! What more can reasonably be expected than that the 25,000,000 American families have to spend and do spend the enormous total of \$40,000,000,000—about \$1,600 each, for which they secure "food, clothing, furnishings and the scores of other items of necessity, culture, comfort and health!"

No wonder so many families of all nations are frantically seeking admission to our country every year and that one of our great political problems is how we can and shall restrict their numbers to prevent our being overrun by them. Do you suppose this state of affairs would exist if they had \$1,600 to spend at home each year, or any other equivalent sum of money of any other nationality that would secure for them "food, clothing, furnishings and the scores of other items of necessity, culture, comfort and health?"

The Banister pamphlet alleges that this huge sum is spent by American families every year, largely because of a protective tariff, for "food, clothing, furnishings and the scores of other items of necessity, culture, comfort and health"—which is nothing more nor less than an admission that they do have those things and that they do have all that money with which to pay for them. Note particularly that it is stated that the money is spent for a very large proportion of all the commodities manufactured and sold in this country. I wonder how the 25,000,000 American families would have gotten the money to pay for all of those things if that very large proportion of all those commodities referred to had been manufactured

abroad. Protection kept that work at home for American industries which in turn provided, both directly and indirectly, a very large proportion of the money with which the American women bought them. Among other things it is maintained that, in America—

"Silk, for instance, is not now a luxury for women's wear—it is a necessity. It is, in fact, an actual economy in these days of high laundry charges. Hundreds of thousands of self-supporting women must wear silk. Congress should not add a penny of unnecessary tax to their needful purchases."

It was probably an oversight that the "high laundry charges" (women's work, labor constituting almost the only item of cost) were not laid at the tariff door.

I wonder what other self-supporting women in the world, by the hundreds of thousands, can afford to wear silks.

And, how self-supporting Southern women of the silk-hungering kind can have much in common with the millions of their self-supporting sisters who not only wear cotton but help raise it, manufacture it, and depend upon the demand for it for their livelihood!

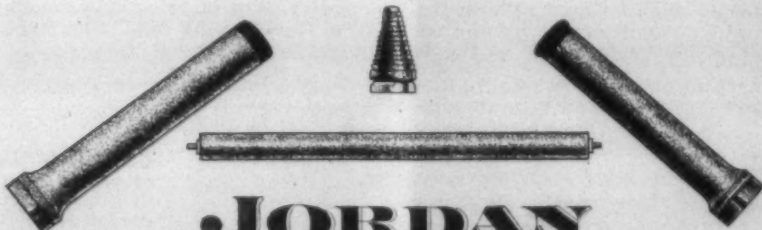
For a thoroughly questionable, illogical and irrelevant tariff argument (Continued on Page 22)

Southern Made Bobbins For Southern Mills

C. H. JORDAN, Pres.
H. B. JORDAN, V. Pres.



MILLS AT
MONTICELLO, GA.
AND TOECANE, N.C.



JORDAN
MANUFACTURING COMPANY
BOBBINS

MONTICELLO, GEORGIA

L. K. JORDAN, Sec. & Treas.
A. D. ROPER, Asst. Sec. & Treas.



25 Years

Serving Southern Cotton Mills

—and—

Better Equipped Today Than Ever



COCHECO
TRADE MARK
BELTING

Have you discovered the way to put quality into your product without paying for it? We haven't! We have found the more care we give the production of Cocheco Belting, the more it costs us to manufacture. It is possible to beat us some on price—we ourselves could make a cheaper belt if we so desired—but no cheaper belt can be "just as good" as Cocheco. We started making quality belts back in '42, and have kept faithful step with progress ever since. We are convinced that belting of real super-quality costs real money to make—always has and always will. For the same reason, it is not low priced. *"Cheaper in the long run" is just another way of saying Cocheco Quality.*

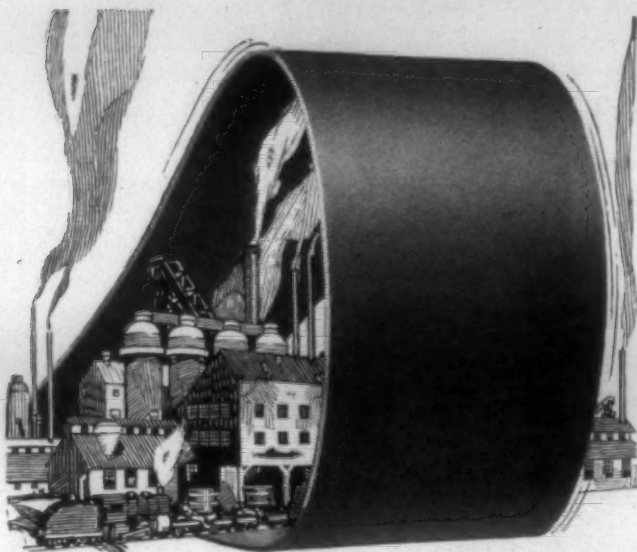
We will be glad to send you a list of firms who bought Cochecos 20 to 30 years ago and are using the identical belts today.

I. B. WILLIAMS & SONS
Dover, New Hampshire

BOSTON, MASS. 157 Summer Street
NEW YORK, N. Y. 71-73 Murray Street
CHICAGO, ILL. 14-16 N. Franklin Street

MACHINERY

Nothing takes the place of Leather



So that you may know

ONE belt gives you years of unfaltering service. Another is useless after a few power-wasting months.

There is a mighty difference between them. Yet when new they look alike. Appearance cannot tell you which will wear. How will you know? This was the problem which years ago led to the Graton & Knight Standardized Series—the one sure guide to definitely known belting service.

What is the "Standardized Series"?

The Standardized Series is a grouping of brands of Graton & Knight Leather Belts. These brands include exactly the right belt for practically every transmission job. Each brand is made to rigid specifications for lasting service on its particular type of drive.

Each brand is so carefully standardized throughout its manufacture that two belts of the same Standardized Series brand are always alike.

Graton & Knight Standardized Series gives you always the right belt for the right job. Tough, pulley-hugging belts of honest, rugged leather. Painstakingly made to give better power transmission.

Write for booklet 101-Q, which gives full information about Standardized Series Belts for textile mills.

THE GRATON & KNIGHT MFG. CO., Worcester, Mass.

Check this list of Graton & Knight products for informative booklets on the subjects which interest you.

Flat Belt	Lace Leather	Whole Leathers
Round Belt	Leather Packings	Cements
Fan Belts	Leather Straps	Preservatives



GRATON & KNIGHT

Standardized
LEATHER BELTING

Problems of Southern Wholesale Dry Goods Merchant

Extracts from Address of Norman H. Johnson, Richmond, Va., before American Cotton Manufacturers Association.

ABOUT three years ago, your very able executive, Stuart W. Cramer, brought to the Southern Wholesale Dry Goods Association a most excellent message, bearing a spirit of friendliness and co-operation. This was the initial appearance of either a manufacturer or a manufacturer's representative before our association. I assure you that this was a step in the right direction, and certainly as we view the many complexities of the trade, we recognize that the manufacturing interests and those of the wholesaler have not possessed that intimate touch so necessary for their advantage.

First, let me try to acquaint you with the Southern wholesaler. About 13 years ago, it was my pleasure and honor to be selected by 16 firms doing business in Virginia, eastern Tennessee, North Carolina and South Carolina to make research work relative to the problems that were then confronting them. It was interesting to learn first, that these men were personally unknown to each other, and even in the small cities, there was no contact of personalities. Each of these firms prided itself upon secretiveness and certainly, to judge by their actions, they felt satisfied that the standing of their firms gave them certain considerations or inside advantage not possessed by others in their city, or in their State. Internal organizations.

This association has grown during the 13 years from 16 members to 162, there remaining only five legitimate wholesalers in the entire territory not affiliated with this association. In proximity, as well as within a given territory, the percentage of membership is doubtless larger than that of any commercial association in the United States. The territory now embraces all the Southern States, as well as certain markets in the State of Ohio. Those markets, however, secure the greater volume of their business from the Southern territory.

The Southern wholesaler found out that the problem of the individual firm was the common problem of all—a copy-book phrase, if you please, but a grand and glorious feeling when this fact is properly realized. He found out early that the best way to put his business on a substantial basis was to correct the bad practices which he permitted in his own establishment. Therefore, he did not begin functioning by "cussing" the mills, the selling agents and the retailers, but fixed the problems which he himself could correct within the four walls of his own establishment. It has taken several years to bring about the splendid fraternal spirit in this association.

Sales and Exchange Bureau.

A sales and exchange bureau was

established. This bureau handles several thousands of sales annually. Every buyer will from time to time become overstocked on some items. These items are listed with the sales bureau and are either sold or exchanged locally or in another territory. In time of declining markets the sales bureau furnishes merchandise to members in need of same without having to contract for merchandise in the primary market. This in case of a surplus of merchandise in wholesalers' hands this surplus is gradually worked down without new commitments being made in the primary market.

Economic Bureau.

We were satisfied that knowledge of the trends of markets was just as necessary as the knowledge of costs, as both of these factors are necessary to determine price. The next step was an economic bureau. It was positively necessary to have more than the knowledge obtained in the press, regarding the supply and demand of the market and therefore statistics which affect the business of the wholesaler in the future, as well as events influencing prices are carefully and accurately stated.

Adjustment Bureau.

There is also an adjustment bureau. It is perfectly natural that there should arise differences between buyer and seller, and on such occasions our members submit their full files to our adjustment bureau. If they are mistaken, they are so informed. If their claims are just, they are taken up with the seller. It is a matter of pride that in hundreds of these cases, litigation has resulted only three times. Therefore, there are no lawsuits among our membership. It is pleasing to see that these unpleasantnesses in their final adjustment have made the buyer and seller closer together than they were before.

Cost of Doing Business.

The Southern wholesaler has been working scientifically to determine the cost of doing business. We have entered into an arrangement with the Harvard Research Bureau for analyzing the various items, as well as the cost of doing business. This association is doing more along this line, I believe, than any wholesale association. We are finding out a great many things that we believed to be so, not to be so at all.

During these brief years, we have witnessed numerous and successful changes in the wholesale business. Business methods, as well as the character of goods handled, have undergone a complete evolution. The volume of business has constantly grown. Thirteen years ago, there were less than 15 concerns doing over \$1,000,000 per annum, while today the average will exceed

(Continued on Page 53)

Are You
Throwing Away
\$5,000 a Year

SPOOL losses are the result of heads breaking, splintering or coming off.

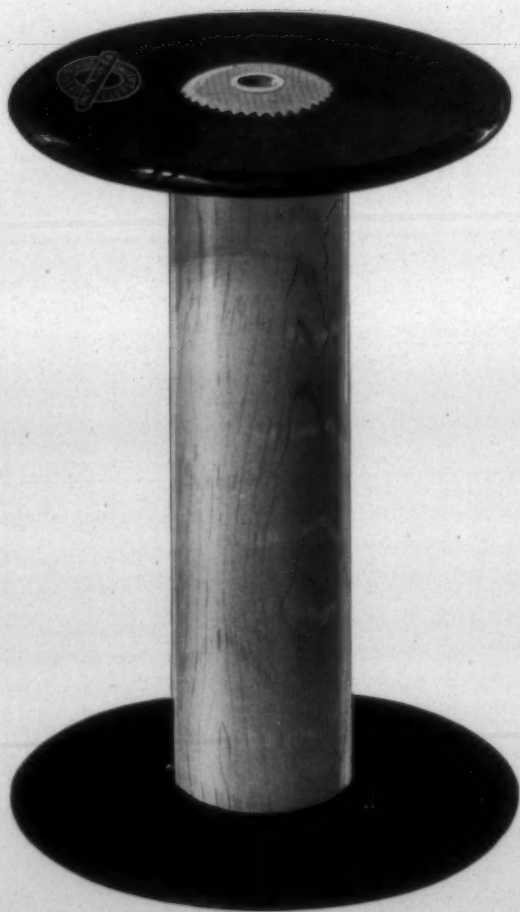
When this occurs the spool is a dead loss. The yarn—worth several times the cost of the spool—is wasted; for salvaged yarn sells for about one-fifth its value.

The waste, therefore, from a damaged spool, is conservatively estimated at fifty cents. If you are running fifty thousand spools and using ordinary spools whose life is estimated at five years, you are losing \$5,000 a year.

Lestershire Vulcanized Fibre Spools put this money in your pocket instead of the roving can. Their heads do not break, splinter or come off. And the life of a Lestershire Spool is guaranteed for 20 years.

Let our salesman explain in detail how Lestershire Vulcanized Fibre Spools increase profits. And send now for booklet.

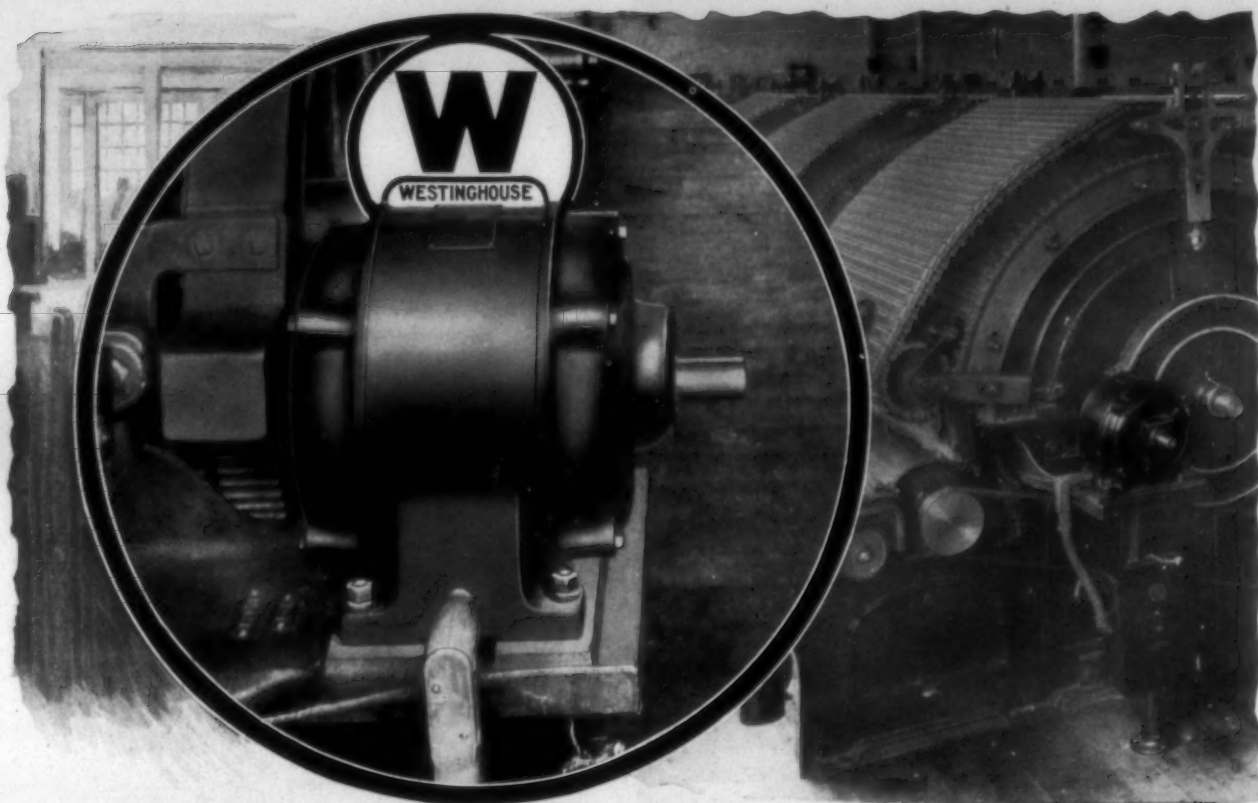
Unconditional Guarantee
Lestershire Vulcanized Fibre Spools are guaranteed unconditionally.



140 Baldwin Street
Johnson City, N. Y.

Also manufacturers of high grade wooden spools of every description

Southern Office:
32 So. Church St.
Charlotte, N. C.



Their judgement confirmed—

WESTINGHOUSE INDIVIDUAL
MOTOR DRIVE ON COTTON
CARDS AT THE DIXIE SPIN-
NING COMPANY, CHATTANOOGA,
TENN. ROBERTS AND COM-
PANY, ENGINEERS

THE first individual motor drive for cotton cards was made by Westinghouse at the Dixie Spinning Company, Chattanooga, Tenn. Sixty-five equipments comprised the installation.

With this method of drive all operations of the card are taken care of; and in addition, greater production, lower friction losses, and a cleaner product are obtained.

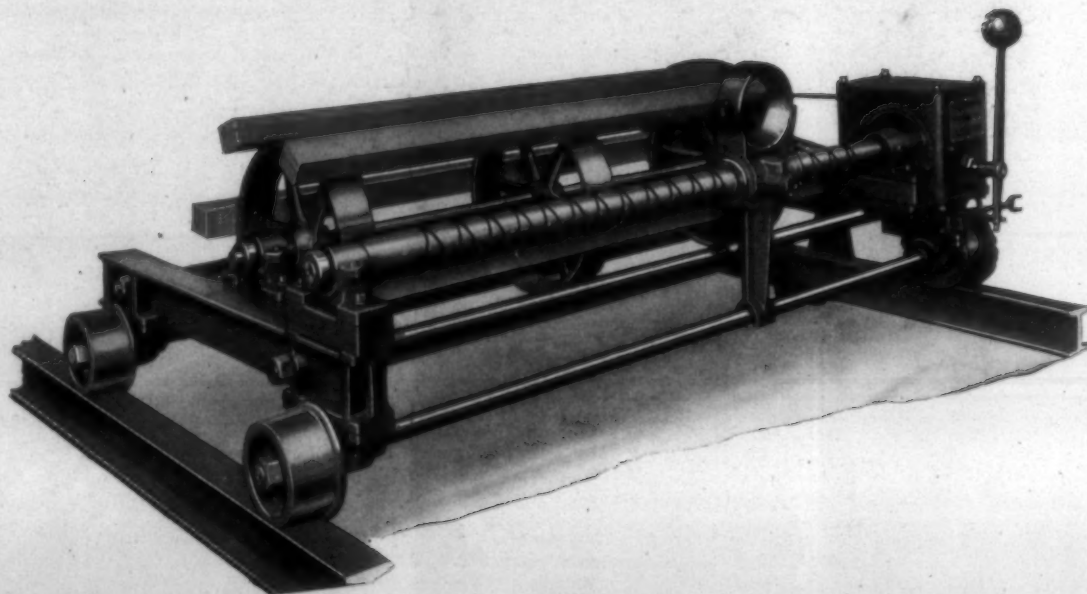
We acknowledge the foresight of the mill men and their engineers who thus became pioneers by installing Westinghouse individual drive on their cotton cards. Their judgment has been confirmed by the service they have received from WESTINGHOUSE INDIVIDUAL MOTOR DRIVE.

Westinghouse Electric & Manufacturing Company
East Pittsburgh, Pennsylvania
Sales Offices in all Principal Cities of
the United States and Foreign Countries

Westinghouse



More and More a Necessity for BLEACHERIES and DYEHOUSES—



Perkins Cloth Piler (BIDWELL PATENTS)

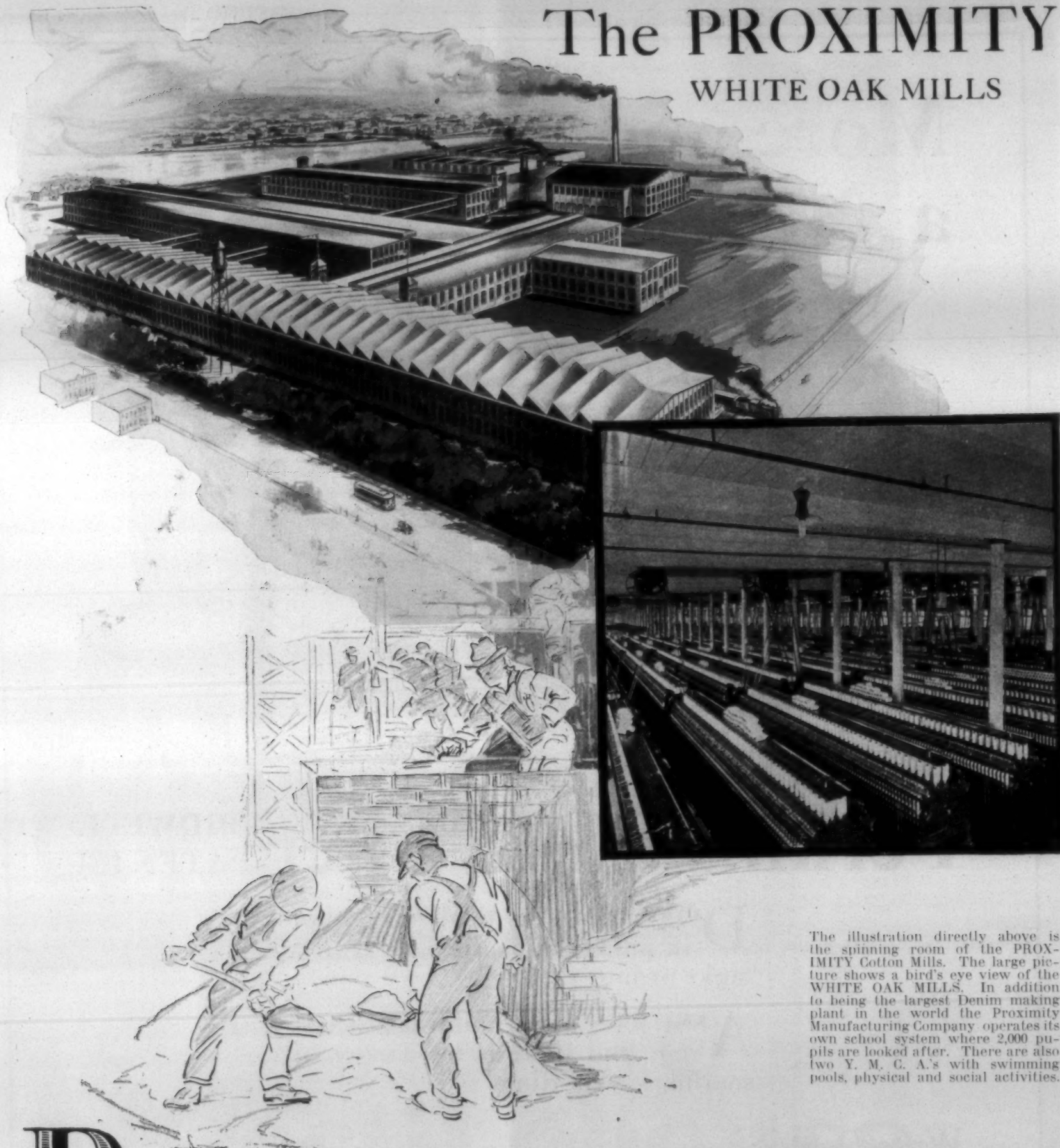
DOES AWAY with all hand labor
in piling or plaiting cloth into
tanks or into vats

ASSURES more uniform process-
ing; and there is no danger of
snarling or knotting

Write Dept. S,
B. F. Perkins & Son, Inc., Holyoke, Mass., U. S. A.



The PROXIMITY WHITE OAK MILLS



The illustration directly above is the spinning room of the PROXIMITY Cotton Mills. The large picture shows a bird's eye view of the WHITE OAK MILLS. In addition to being the largest Denim making plant in the world the Proximity Manufacturing Company operates its own school system where 2,000 pupils are looked after. There are also two Y. M. C. A.'s with swimming pools, physical and social activities.

BUTTERWORTH

MANUFACTURING COMPANY

where, every day enough denim for
100,000 pairs of overalls is made—. .
and finished on BUTTERWORTH
MACHINERY

In 1895 the Proximity Manufacturing Company, near Greensboro, N. C., was a place of 7,000 spindles and 240 looms. Today the Proximity Manufacturing Company, with 20 warehouses, capable of holding 30,000 bales of cotton, covers 20 acres and has 35 acres of floor space. In their two cotton mills—the White Oak and Proximity, there are 113,000 spindles and 4,600 looms and their Print Works, all capable of turning out enough denim every day to make 100,000 pairs of overalls.

*This company is the largest manufacturer of denim and
work clothes fabrics in the world.*

The product of this company's plants is known the world over as CONE'S Denims. The Proximity Print Works produces Piece dyed Khaki, Piece dyed Discharge Printed Indigo Drills and Art Tickings, all dyed and finished on Butterworth Machinery.

The Butterworth Organization is indeed proud that Butterworth Machinery is used in finishing all these products; for the Proximity Manufacturing Company is today one of the South's big institutions. It has grown so because of management and product. Management selected Butterworth Machinery and the finish which these machines have produced, we feel sure, has helped these mills to sell Proximity products the world over.

H. W. BUTTERWORTH & SONS CO.

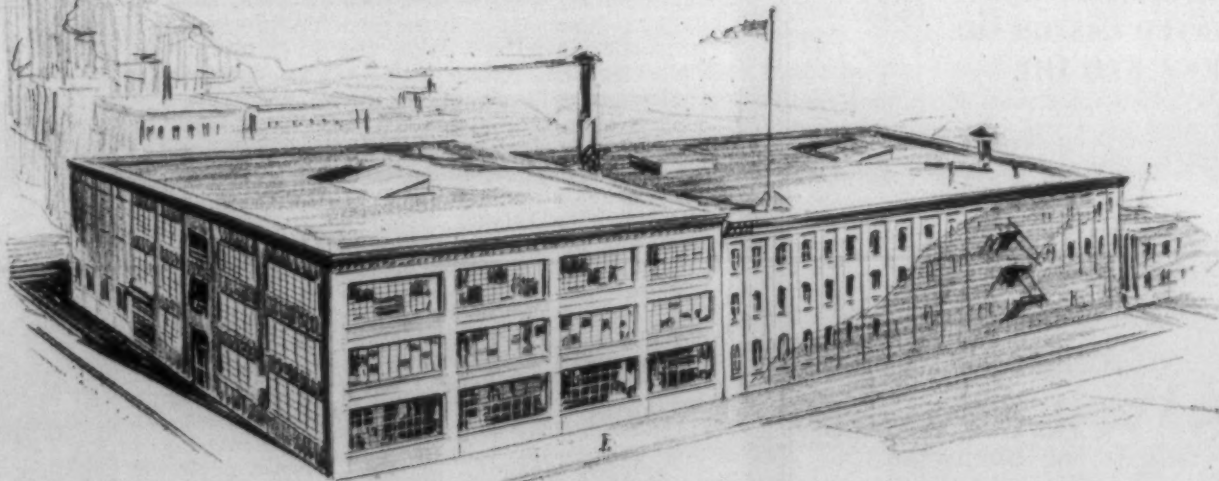
Established 1820

PHILADELPHIA, PA.

Canadian Representative
Hamilton, Ontario, Can.
W. J. Westaway Co.

Providence Office
Turks Head Building

Greenville, S. C. Office
Woodside Bldg.



Part of the Butterworth Plant in Philadelphia. There is also a Butterworth Plant in Greenville, S. C., which is now in operation.

Finishing MACHINERY



Cotton Specialties

MONOPOLE OIL

Reg. Trade Mark No. 70991

CREAM SOFTENER J. B.

A Neutral Sulphonated Cotton Softener

HYDROLIQUID

for stripping

BLEACHING OIL

*Used in Kier boil for
dissolving cotton wax*

SOLUBLE OILS

AUIZARINE ASSISTANT
SULPHONATED CASTOR OIL
TURKEY RED OIL

DIASTAZYME

JACQUES WOLF & Co.

MANUFACTURING CHEMISTS AND IMPORTERS

PASSAIC, N. J.

Western Representatives:

ANILINE COLOR & CHEMICAL CO.

162 W. Kinzie St.

Chicago, Ill.

The Tariff and Pocketbooks of American Families.

(Continued from Page 16)
ment, I commend the following
Banister example, page 12:

"A beautiful party gown covered with beaded hand embroidery, costing \$7.40 in France, hand made, and competing with no American product, retails here for \$65, because the tariff on it is 75 per cent and the cost of getting it through the Custom House is sometimes 10 per cent, and consequently the importer adds 100 per cent round figures, to cover tariff clearance charges, and the small item of freight. The importer sells this gown costing him \$15, duty paid, to domestic manufacturers for about \$21. The domestic manufacturer uses it "to sweeten his line" and sells it for \$28 to the wholesaler, who sells it to the retailer for about \$37 who retails it for \$65.

"It Might Have Been."

"If there were no tariff at all on this non-competitive gown, these prices would be halved, and American women would be startled and delighted by seeing an exquisite hand-made French party gown covered with embroidery, priced at only \$32.50."

It is admitted that the tariff accounts for 75 per cent of the alleged cost in France, amounting to \$5.55, but why ring the "domestic manufacturer" into the case at all, for surely the importer is not protecting him and refusing to sell to the wholesaler direct? Furthermore, we are asked to believe that if \$5.55 tariff duties were not levied on a dress costing \$7.40 in France, that "American women would be startled and delighted" by seeing this dress retail for \$32.50 instead of \$65. If such is the case, American men are startled to find that their purchasing agents are not looking into the cost of distribution instead of the relatively trifling item of the tariff duty. No better proof than this example need be offered to show that women's grievance is with the cost of distribution and not with the tariff.

Let the South Return to the Protective Tariff System.

When the first American Congress was assembled in 1789, James Madison of Virginia introduced a protective tariff bill. Thomas Jefferson defined such a bill as "tending to place the farmer and manufacturer alongside of each other."

The Constitution justified that policy in the clause which empowered Congress "to regulate commerce with other nations" and to "provide for the general welfare of the United States"—but argument on that score ought to be unnecessary, at least with the professed followers of Jefferson.

The first opposition to protection came from free-trade New England with its then great shipping and commercial interests. As New England's industries grew, she changed front and the South accepted the short end of the argument because slave labor expanded its agriculture, diminished its early industries and commerce developed into the ex-

change of raw material for imported goods.

The South is destined to be the most prosperous section in the world if its leaders can only be made to see that wonderful trinity of opportunity peculiar to the South—agriculture, manufacture and commerce—as their forefathers saw it.

Why should it not again enjoy the protection of Jefferson and Madison now that conditions have returned that made such a policy both logical and reasonable?

What is in a name and why should a political fetish or a party slogan count for more than the interests of a people?

The tariff was originally an economic measure; why is it now treated as a political issue?

Tariff Should Not Be a Political Issue.

When the Underwood Tariff Bill was passed it was hailed with satisfaction by the British press; the Daily News editorially welcomed it as "the heaviest blow struck at protection since Peel established free trade in England," and the Daily Express congratulated itself upon the fact that the changes proposed in the American tariff were "entirely consonant with the policy and ideas of English tariff reformers!"

Just here, it is pertinent to point out that England is now suffering from an almost hopeless industrial chaos where unemployment exists on a vast scale, with a government dole to the unemployed for bare subsistence. That condition would probably have been transferred to the United States had not the present tariff bill been passed before the readjustment following the war, for even now we are feeling the increased pressure of English importations in spite of the higher tariff rates, and in the face of cut-throat competition among ourselves on account of forced curtailment to a demoralizing and ruinous extent.

The truth is that a Democrat, General Hancock, sensed the true inwardness of tariff legislation when he asserted that the tariff was a local issue. Locally, England needs free trade and locally the United States needs protection. England is forced to export 80 per cent of all its manufactures; America easily consumes 80 per cent of its own manufactures. With practically the same machinery except in the plainest and simplest of goods, few of which are improted, and with the same efficient Anglo-Saxon workmen that we have in the South, it is a very simple matter to tell what would happen to America with its better-paid employees should the present tariff rates be lowered to the so-called competitive point.

Tariff protection really costs the consumer little or nothing in such a highly competitive industry as cotton manufacturing where the law of supply and demand usually makes the domestic price; its effect is largely regulatory in so much that it tends to check the dumping of foreign goods in times of depression just when the domestic manufacturer most needs the orders and

(Continued on Page 24)

HOUGHTON

PACKAGES

IT is all important to the Mill Man that he should receive his merchandise in the proper sort of packages. Investigation of the methods employed by the price cutter develops that one of his favorite places to skimp is in the packages.

Take oil barrels as an illustration:

It is a common practice throughout the trade, to neither especially select nor prepare oil barrels. New barrels or old barrels are used, whichever happen to be the cheapest, the only care exercised in their selection or preparation being to make a casual inspection in order to ascertain that barrels to contain light colored oils have not been previously used for dark colored oils.

Steel Drums are employed with no regard for the probable chemical action of the contents on the metal, the one object being to "get the products out at the lowest cost."

An experience of 59 years has taught us that the quality of the package is an essential part of the ultimate economy of the product to the consumer, although it happens at times that the consumer in looking at a low price cannot see the loss in the package.

E. F. Houghton & Co. give preference to the wooden packages, wherever such packages are best for the purpose, but never use a new wooden barrel if it can be avoided, and new barrels have never been used by them excepting in times of great stress, such as were produced by the war. The barrels are carefully selected seconds, meaning barrels which have been used at least once and are in generally good condition. These are known as "Prime Seconds" and their usage gives the staves and heads an opportunity to season, shrink and swell, so that the hoops may be driven and every imperfection developed readily observed and properly remedied.

Every such barrel when purchased goes into our barrel department and is thoroughly blown out with live steam; it is then washed with caustic soda; it is then dried and glued,

the glue forming a film over the entire interior, keeping the oil from coming in contact with the wood. The glue also penetrates the smaller crevices and prevents leakage. The barrel is then dried again and driven, then inspected and painted. This process applies to every barrel. No chances are taken by not processing barrels which have or are supposed to have contained light oils.

Barrels thus selected will cost from \$.75 to \$1 each more than the barrels generally used, which means from 1½ to 2 cents per gallon on the contents. It is worth several times this amount to the Mill Man.

Then there are products which contain water, which cannot be used in glued barrels and which ought not to be put in metal drums.

If put in new barrels these products absorb the tannic acid from the wood; if put in barrels which have been glued, they dissolve the glue and if put in steel drums they create rust.

Such products must be put in barrels which have been especially prepared by neutralizing the tannic acid and which have also been thoroughly seasoned.

The oil concern that does not especially prepare its barrels may go along without trouble for some considerable time, but when the trouble does come, it is the Mill Man who stands the loss and shoulders all of the inconvenience and annoyance of spoiled cloth, for these barrel defects do not usually show until the cloth has been finished.

We are fairly well convinced that one of the several reasons (and an all important one) why E. F. Houghton & Co. retain their customers so long and have such few complaints as to quality, is the intelligent care which they apply to their packages.

All of which goes to prove that when you buy from Houghton you obtain and pay for merchandise, but receive experience gratuitously.

E. F. HOUGHTON & COMPANY

Works: Philadelphia—Chicago—Detroit

Distributors Located At

ATLANTA, GA.
1001 Healy Building
Phone: Walnut 4651

GREENSBORO, N. C.
P. O. Box 81
Phone: Greensboro 1990

GREENVILLE, S. C.
P. O. Box 1143
Phone: Greenville 2316

ST. LOUIS, MO.
418 N. Third St.
Phone: Olive 3559

AND IN EVERY OTHER TEXTILE MANUFACTURING CENTER OF THE WORLD

Oils and Leathers for the Textile Industry

The Tariff and Pocketbooks of American Families.

(Continued from Page 22)

the American workingman most needs the work.

Enough importations will always be made to yield a substantial revenue however high the tariff rates may be.

And, however low the rates may be, American cotton manufacturers will always fight to keep their mills running—going down to cost and even lower if necessary.

While frankly admitting that I thought the rates in the present tariff were quite protective, I am amazed and chagrined to find that they are not even regulatory in some lines, except on a less-than-cost basis.

Somehow or other, the tariff seems to be one of those things that President Cleveland so aptly and so wisely termed "a condition and not a theory." If he were living today, I wonder if he would not term it a matter of business and not a political issue.

The interdependence of industry and commerce, of factory and farm, and of all the various activities of life should be so obvious as not to require comment; yet, so many political leaders from agricultural districts think only in terms of agriculture; so many from industrial districts think only in terms of industry, and so many from commercial centers think only in terms of commerce and trade. Is it not true that agriculture prospers only when

those engaged in industry and commerce prosper and have full buying power; is it not true that industry prospers only when the farmer and merchant prosper, and their buying power is unimpaired; and, can the merchant prosper unless farmers prosper and those engaged in industry are employed and all have money with which to purchase his goods. Strike at one of those institutions and you hit all three. America is happy, contented and prosperous only as a whole — no North, no South, no East and no West; no farmer, no manufacturer and no merchant—all Americans pulling together.

Has the Tariff Been Taken Out of Politics?

I herewith quote from The Democratic Manual, 1918—Help Wilson Win the War—Issued by the Democratic National Committee — The Democratic Congressional Committee:

"The tariff has been removed from politics by the creation of the Tariff Commission, a non-partisan body, which is quietly but effectively providing means of protection to American manufacturers against any emergency which may follow the close of the war."—Page 34.

The above statement was hailed with great satisfaction by the cotton manufacturers; yet, in "The Tariff As a Tax on Women—What Women Pay the Profiteers," edited by Marion Banister, issued by the Democratic National Committee, Washington, D. C., 1924, on page 4, it is now stated:

"The purpose, the object, and intent of a Democrat in levying a tariff rate solely is to secure funds to meet the expenses of the Federal Government.

"Therefore, the tax must be so fixed, that, instead of keeping out importations it will permit the bringing in of importations, which generally, though not necessarily, means a competitive rate.

"To the framer of a Republican tariff bill protection is the object, the purpose, and the intent, and if any revenue should be collected, why, then, this revenue is merely incidental.

"To the framer of a Democratic tariff bill revenue is the purpose, the object, and the intent, and if any protection should result to any American industry by reason of this rate, then this protection is merely incidental."

The inconsistency between the pledges implied in the appeal of 1918, and its repudiation in 1924 is obvious but not altogether unexpected. The real truth of the matter is that Congress alone has the constitutional right to make tariff rates, and therefore the Tariff Commission's powers are only advisory; hence, any steps taken by either political party in Congress for the "protection of American manufacturers against any emergencies which may follow the close of the war," were hardly likely to meet with the approval of the other party. On the Republican party happened to devolve the duty of taking the protective steps referred

to; and, although the rates incorporated in its tariff act of 1922 call for such invective in the 1924 Democratic Women's Manual they still appear to permit increased importations while American cotton manufacturers are curtailing from Maine to Texas for lack of orders.

This state of affairs has caused the New England manufacturers and labor unions to invoke the aid of the flexible tariff provisions of the present law; but it is a noteworthy fact that nothing of the kind has been done by members of the American Cotton Manufacturers Association. Considering, therefore, that we have been patiently and painfully waiting for the tide of business to turn without raising the tariff question at all, the attack and baseless charges made against us in the Banister pamphlet by those whom we really feel to be our friends, does seem to be out of place, to say the least. "Profiteers," "tariff barons," "robbers," "horde of greedy exploiters," and the like are hardly epithets that will appeal to the industrial South for support.

Before dropping the subject of the Tariff Commission, one can not but be astonished at the indorsement (page 27, Banister's pamphlet) of Senator Robinson's resolution that would bar any member of the commission from considering a tariff subject in which his family was financially interested. Surely, when a man's financial and industrial connections are open and above-board, and are understood by his

(Continued on Page 26)

Let Us Fill Your Requirements

You are assured of complete satisfaction in all your dealings with us.

The quality of our products and the service we render are alone responsible for our growth. Emmons Quality Loom Harness and Reeds have retained every old customer and gained new customers year after year.

Write us for estimates on your needs

EMMONS LOOM HARNESS CO., LAWRENCE, MASS.

Sole Agents for Wardell Pickers

The Largest Manufacturer of Loom Harness and Reeds in America

Southern Representative: GEO. F. BAHAN

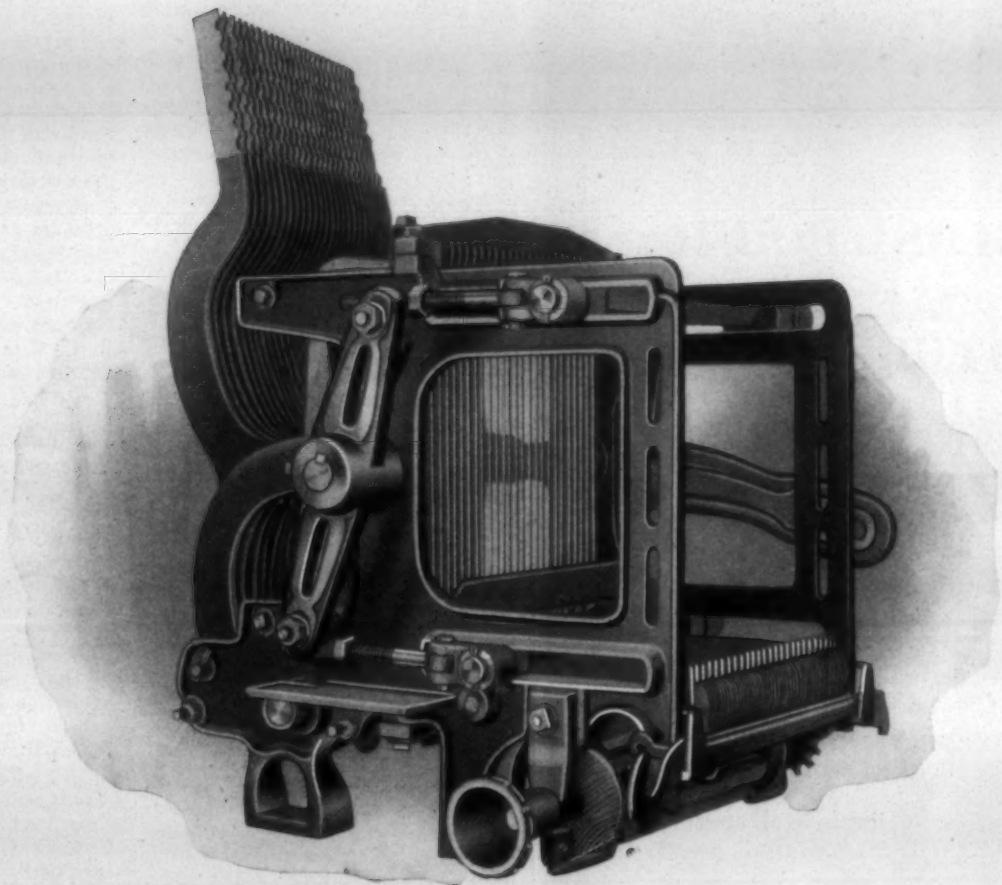
EMMONS LOOM HARNESS AND REEDS

— for —

Cotton Harness, Mail Harness, Selvedge Harness, Reeds, Slasher and Striking Combs, Warper and Liece Reeds, Beamer and Dresser Hecks, Mending Eyes, Jacquard Heddles, Etc.

CROMPTON & KNOWLES

DOBBIES



New Features of Special Interest To Weavers And Fixers

1. We are now prepared to equip the dobbie shown above with pressed steel hook levers (patented) and drop forged top and bottom hooks (patented).
2. Built with slotted fingers and locking rod (patented), making it easy to remove, clean and replace the fingers.

We call attention to the carefully machined swivels and studs used for operating the dobbie knives.

This dobbie can be applied readily to any make or type of loom.

CROMPTON & KNOWLES LOOM WORKS

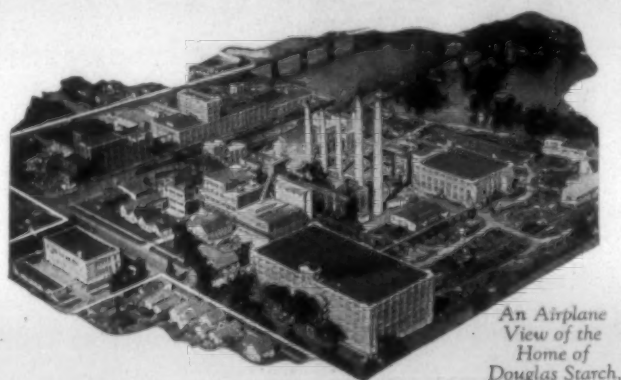
WORCESTER, MASS.

PROVIDENCE, R.I.

PHILADELPHIA, PA.

PATERSON, N. J.

S. B. ALEXANDER, CHARLOTTE, N. C., Southern Manager



An Airplane
View of the
Home of
Douglas Starch,
Cedar Rapids,
Iowa

DOUGLAS CROWN STARCH

ESSENTIALLY the most perfect textile starch made—the result of over 20 years' study and experience in the production of textile starch and its uses. Produced in the most modern and perfectly controlled starch plant in America.

Evenly penetrates, giving the desired weight, strength and a smooth, pliable finish. You will appreciate its superior working quality.

Douglas Starch is available in all special and standard grades.

DOUGLAS CROWN STARCH

(A refined thin boiling starch)

DOUGLAS PEARL STARCH

DOUGLAS POWDERED STARCH

DOUGLAS WARP SIZING STARCH

DOUGLAS LION MILL STARCH

Our representative will promptly supply samples and full information. Write to

PENICK & FORD SALES CO., Inc.

Manufacturers of Corn Products
CEDAR RAPIDS, IOWA

NEW ORLEANS, LA. MONTGOMERY, ALA. NEW YORK, N. Y.

Southern Representatives

G. L. MORRISON, Greenville, S. C.
J. H. ALMAND, Atlanta, Ga.

New England Representatives

MARBLE-NYE COMPANY
Boston and Worcester, Mass.

The Tariff and Pocketbooks of American Families.

(Continued from Page 24)

associates, his character and fitness for his job should be his protection from calumny, and generally his special knowledge is peculiarly useful. That attack on Commissioner Glassie is as unfair as would a like attack have been upon Chairman Underwood of the Ways and Means Committee of the House when the Democratic tariff of 1913 was enacted. The situation was the same in the cases of both men, and I believe both are above reproach.

What is the "Fair Tariff League?"

The Banister pamphlet quotes with telling (?) effect from the publications of the "Fair Tariff League, a protectionist organization, consisting largely of Republicans" (page 5); again on page 8, the quotation of a "fascinating story, circulated by the Fair Tariff League;" again, on pages 14 and 15, quoting the figures that seem to constitute the basis for the whole Banister case, from the same Fair Tariff League, with the same laudatory comment that it is a "protection organization composed largely of Republicans;" and so on, ad libitum.

I am under the impression that the Fair Tariff League is headed by one H. A. Miles, said to be a retired (?) buggy manufacturer of Racine, Wis., who has masqueraded as a tariff exponent for a number of years, with a more or less nebular following which doubtless knows as little of his qualifications and affiliations as apparently does Marion Banister and associates.

Let us consider first his qualifications:

In Miles' table on page 5 above referred to, it is alleged that on cotton goods the Underwood Tariff on each dollar imported is \$0.34 (34%) and the Fordney Tariff on each dollar imported is \$0.51 (51%); both the Underwood and Fordney figures are unsupported and doubtless are guesses (?). Mr. Underwood stated in his address in the House of Representatives on April 23, 1923, that he estimated that the duties on cotton goods in his bill would average 30 per cent. (Page 3, Congressional Record.) I find no record of his admitting as high a rate as 34 per cent before or after the bill was passed.

On March 5, 1923, The Daily News Record quotes Miles in a Tariff League statement headed, "Walsh (Democrat) Gets Data From Clothiers on Tariff Into Record," as saying that a woman's gown that sold in Paris wholesale at \$57.50 was sold in Chicago at \$250, and that much of that enormous difference was due to the tariff. As a matter of fact, if that probably hypothetical gown alleged to have been sold in Paris for \$57.50 was in chief value cotton, the duty would be 35 per cent of the foreign value, or \$20.12 only; if it was chief value silk, the duty would be 60 per cent, or \$34.50; and if chief value wool, the duty would be 45 cents per pound for the wool (probably two pounds, or 90 cents) plus 50 per cent on its value (or \$28.75), total duty, \$30.55. So, the extreme amounts due to tariff could

only be \$34.50 plus possibly a further and relatively small amount for any extreme decorations not mentioned. Compare this case to the one in the Banister pamphlet, page 12, where the dress is alleged to cost \$7.50 in Paris and to retail in the United States at \$65! As this gown is claimed to have beaded hand embroidery the duty was perhaps 75 per cent of \$7.40 or \$5.55! This also smacks of Miles' fine Italian hand.

Now, let us consider his affiliations, this leader of protectionists and Republicans!

On January 31, 1923, the New York World (Democrat) carried an article giving a resume of statements at length from Miles, made before a meeting of the National School of Democracy! Again, in the issue of April 30, 1924, the New York Commercial, on page 11, carries a news item reading as follows:

"The Fair Tariff League, it was learned yesterday, is working with the Democrats and Progressives in the House to prepare a revision of the tariff. This information is being communicated to importers here by H. E. Miles, chairman of the Tariff League, who admits, however, that 'there is no thought that the new tariff bill will get beyond the House.' The bill will be introduced, it is explained, in the belief that 'it will be very educational and helpful in tariff reform.'"

How shocking to discover that this tariff paragon is so inexact, vague and loose in his statements, or that he is purposely misleading; and worse yet, that this Republican protectionist (inferentially) appears in the press largely because of his activities and affiliations with Democratic legislative leaders and the National School of Democracy!

The only excuse for devoting so much time to unfair Miles and his Fair Tariff League is that he seems to have fooled some very estimable people.

I offer the following quotation from the Banister pamphlet, page 5:

"The difference between a Democratic tariff and a Republican tariff is clearly shown in the following table, published by the Fair Tariff League, a Protectionist organization, consisting largely of Republicans, that seeks to eliminate the element of dishonesty from Republican tariffs."

Two Kinds of Tariffs, Democratic and Republican—How They Serve Labor and Consumers.

	Underwood Tariff on Wage Per Each Dollar of Product Imported.	Fordney Tariff on Each Dollar Imported.
Cotton goods.....	\$0.1675	\$0.51
Silk goods.....	.1575	.57
Woolens.....	.1575	.68
Hosiery.....	.1775	.67
Gloves.....		
Leather.....	.175	.50
Shoes.....	.27	Free
Buttons.....	.33	.36
Glassware.....	.305	.385
China ware.....	.41	.69
Aluminum.....	.1775	.45
Oilcloth and Holeum.....	.115	.35
Carpets and Rugs.....	.195	.48
Cutlery.....	.39	1.82
Sewing machines.....	.44	Free
Glass bottles.....	.30	.39
Glucose.....	.06	.15
Stamped ware.....	.235	.40
Paints and Varnishes.....	.07	.28

(Continued on Page 43)

This Truck Will Fill a Long Felt Need In Your Mill Because It Was Designed From a Close Study of Mill Requirements



The Lovern Ever-Clean Truck

Patented January 14, 1924
Serial No. 567632

The attention of all cotton mill executives is directed to the special advantages of this improved truck, embodying as it does certain features that have never been found in the history of the textile industry.

Some of The Salient Features

It stays clean and prevents trash and settlement from getting on the roving as doffed from the fly frames.

The bevelled ends and sides make it an automatic cleaning truck, as the mere motion of rolling it from one point to another causes the settlement to sift through the slotted bottom.

It is of standard construction throughout, built of very strong material and is foolproof in every particular.

A mill will never be troubled with splintering bottoms which uses this substantially built and modern improved truck.

The boxes may be furnished in either all steel, steel clad, or plain fibre with these patented bottoms and your attention is directed to the fact that we do not charge you more for the patented bottom than we would for one of ordinary construction.

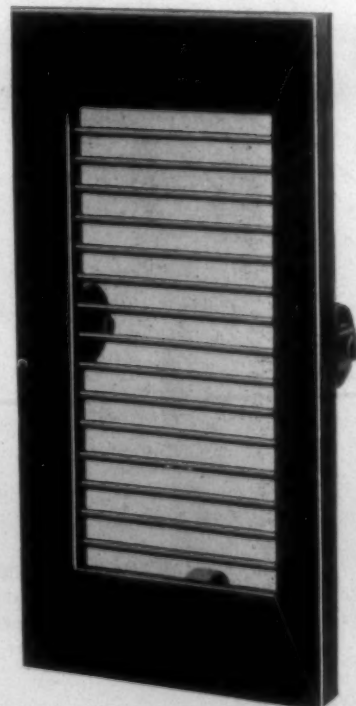
In other words, we are giving you the benefit of the invention which we have gone to much expense and long study to perfect.

It is what carders have wanted for years in box construction.

THE WILSON CO.

Patentees

Greenville, S. C.



Showing The
Slotted Bottom

John W. Hepworth & Company

N. W. Cor. Lehigh Ave. and Mascher Street
PHILADELPHIA, PA.

Makers of

Two-Thread Elastic Lock Stitch Looper

Also Attachments

for changing our
single stitch
loopers into the
two-thread
loopers.



TOLHURST

REG. U. S. PAT. OFF.

EXTRACTORS

The Gyrating Spindle

*A Tolhurst feature for better
Extractor operation*

The Gyrating Spindle eliminates vibration and all its attendant damage, and assures longer service with lower upkeep cost.

Write for folder describing "Tolhursts," made in all types and sizes.

TOLHURST MACHINE WORKS

Established 1852

Troy, N. Y.

New York Office:

111 Broadway

Report of Secretary W.D. Adams

THE annual report of W. D. Adams, Secretary of the American Cotton Manufacturers' Association was as follows:

Your secretary stands before you again this morning to give you an accounting of his stewardship and to tell you in the briefest sort of outline just what your association has been doing during the past 12 months. Each year it has seemed as if the peak of our activities had been reached and yet each succeeding period finds our work constantly growing. This is but natural and logical with an industry developing so rapidly as ours; it is likewise encouraging and gratifying for it gives practical and unmistakable demonstration that our members are making a larger and more generous use of our organization and that the type and character of service rendered has been such as to commend itself to their favor. In such a limited time, I shall not touch upon the routine work of our association—this will be given you in detail by the chairmen of our several committees—nor shall I dwell on our special activities except in the briefest outline. With the expansion of our industry and the diversity of its developments, new and varied problems have arisen which have received due consideration and prompt attention at the hands of your executive officers. The administrative work of your association has moved aggressively forward along all lines and the past year has been one of the most fruitful in our history.

Your committees, notably your National Committee under the direction of Stuart W. Cramer, of Charlotte; your Traffic and Transportation Committee, under the able and vigilant supervision of Capt. Ellison A. Smyth, of Greenville, S. C., and George W. Forrester, of Atlanta, Ga.; your committee on the standardization of textile fabrics in co-operation with the United States Bureau of Standards, Washington, headed by W. B. Hodge, of Charlotte, and your various other committees, on education, foreign trade, etc., have been unusually active. Capt. Smyth and Mr. Forrester, in co-operation with Edgar Watkins, of Atlanta, counsel, will give you in brief detail some of the more general activities of our efficient Traffic Committee; Mr. Cramer will tell you of the work of our National Committee and of the National Council; Mr. Hodge will briefly outline the program of the United States Bureau of Standards looking to a simplification and standardization of specifications as they apply to Government purchases of certain cotton textile fabrics and what his committee has done in co-operation with that bureau to the end that such activities would help and not hinder our operations. Mr. Cramer will report on behalf of the special committee appointed at the last meeting of our Board of Governors to revise the by-laws of our association in order that they might more adequately reflect our enlarged asso-

ciational activities. Our special committees on Resolutions and Nominations will also submit their formal reports, all of which will give you additional information as to the general activities of our association.

But I must hurry along. Your association during the past year was represented in Washington by a special committee consisting of President Beattie and Allen F. Johnson, of Lynchburg, Va., and Stuart W. Cramer, of Charlotte, in an effort to secure the incorporation of a provision in the New York cotton futures contract which would permit of deliveries of cotton at certain designated points outside of New York. A hearing was had before the Federal Trade Commission at which time the views of our industry were ably presented by Mr. Johnson. The commission has reported, recommending to Congress that our suggestions be adopted but no final action has yet been taken. It is our hope that the incorporation of such a provision in the New York cotton exchange contract will tend to stabilize and prevent such violent fluctuations between near and distant months at varying periods as has been the case in the past.

Your association was likewise represented in Washington on several occasions during the past year when consideration was given the so-called child labor amendment to the Federal Constitution, a measure which if approved by three-fourths of the States would give to Congress sweeping regulatory powers governing the employment of all minors under 18 years of age. The position of our association and the industry was again set forth in line with the resolution adopted at our last convention, the details of which will doubtless be given you by the chairman of your Legislative Committee.

I feel that I should direct your attention to one paragraph in the correspondence which I sent you on February 20, between the North Carolina Cotton Growers' Co-operative Association and myself. I knew that the cotton growers of the South have your deepest sympathy in their many problems and your sincere disposition to co-operate in their solution; I felt it an opportune time to extend to them not only the good wishes of our association but to put into plain words our position on the question of raw cotton prices. Not all farmers realize how truly identical are their interests with our own; and how much of a spirit of co-operation we have for them. I trust that my remarks, as follows, correctly represent the sentiments of you all:

"It should be unnecessary to state that cotton manufacturers in the South vastly prefer a good price for cotton and make more money when cotton brings a good price; also that violent fluctuations either up or down in the cotton market are disastrous and puzzling to cotton mill managements. Considering the law of supply and demand, based

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Report of the Committee on Research and Standardization

(By Wm. B. Hodge.)

THE National Council of American Cotton Manufacturers appointed the following committee to co-operate with the Bureau of Standards of the Department of Commerce in studying the problems connected with, and attempting to suggest, standardized constructions for adoption by the Federal Specifications Board of certain textile products used largely in the several Government departments and purchased on the open market. The committee consists of Harry L. Bailey, of Boston, chairman; Arthur T. Bradlee, Boston; Walter H. Bradley, from the National Cotton Manufacturers' Association; also W. D. Anderson, Macon, Ga.; Howard Baetjer, Baltimore; Wm. B. Hodge, Charlotte, from the American Cotton Manufacturers' Association; Russell T. Fisher, of the National Association, committee secretary.

Last fall, at the call of the chairman, three members of this committee met in Washington, together with representatives of the Bureau of Standards, War Department, Navy Department, and the vice-chairman and secretary of the General Specifications Board.

At this meeting there was presented a most carefully prepared abstract covering all the textile requirements of the various Government departments, including the War Department, the Navy Department, Postoffice Department, Marine Department, Department of Indian Affairs, Department of General Supplies, Bureau of Engraving and Printing, and others, it having been the endeavor to make this list as complete as possible, covering all the requirements of the various Government departments.

These specifications were tabulated closely into 24 pages, under approximately 133 classifications, such as drills, duck, hosiery, muslin, sheeting, tablecloths, toweling, underwear, etc., most of these classifications being sub-divided into individual constructions, for instance, the classification of duck alone requiring 188 sub-divisions for the various constructions to fulfill the present requirements of all the different departments using same.

At this meeting, your committee, with the other members, considered each of these classifications individually, with the idea of taking them up singly or in groups from time to time in the future, in the endeavor to cut out, so far as possible, a large number of constructions which differed very slightly from each other. This being accomplished, it is the idea to submit the specifications covering these groups to the leading manufacturers in both the National and American Associations for their suggestions as to simplification or betterment.

The idea underlying the entire procedure being a reduction in the excessive number of slightly different constructions, more practical

specifications and simplified methods of testing.

In these various Government departments all rely on the Bureau of Standards of the Department of Commerce to O. K. their purchases as to quality and fulfillment of specifications. It is naturally of interest and advantage for cotton manufacturers to co-operate closely for the advancement of the general interests of our industry.

It is the earnest hope of your committee that the members will appreciate the task of confronting the Bureau of Standards in this huge undertaking, and assist whenever called upon to offer suggestions along the lines that individually you are most familiar with.

Careful study of the Bureau of Standards' purpose clearly indicates that they are striving to the best of their ability to obtain vital information bearing on the viewpoint of the manufacturer of textiles.

Mr. McGowan, chief of the textile division of the Bureau of Standards, recently told me that in formulating textile specifications for Government use, frequently these specifications are also used by large commercial concerns, and at times become commercial standards. For instance, in the case of Manila rope, the large percentage of this is manufactured and sold as complying with United States Government specifications. There will probably be an increasing tendency for simplified Government specifications to become commercial standards, and it is, therefore, of increasing importance that the commercial viewpoint which is so thoroughly understood by the manufacturers, be thoroughly considered in the formulation, also.

While the general policy of the Federal Specifications Board is such that commercial materials are used wherever practicable, yet there is no question but what in certain of these materials a more thorough study of their physical properties in relation to their use will suggest improvements in their construction. This will undoubtedly be helpful to both manufacturer and consumer.

Since the Government is one of the largest users of these textile materials which we are considering, it will be possible through the co-operation of the representatives of the various Government departments to consider these problems from the consumer's viewpoint. Further, the fact that the Bureau of Standards, acting in a neutral capacity, has the means of collecting and making use of the ideas and information gained from both the consumer's requirements and the ability of the manufacturer to produce these constructions, most satisfactorily to himself, will result in bringing the consumer and manufacturer together in a most practical manner.

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Among Those Present

Among those who attended the convention of the American Cotton Manufacturers' Association at Atlantic City were the following:

- Alexander, S. B., Crompton & Knowles Loom Works, Charlotte, N. C.
 Amory, Robert, Amory, Brown & Co., Boston, Mass.
 Anderson, J. M., Hicks & Williams, New York City.
 Anderson, W. B., Barber-Colman, Boston, Mass.
 Armstrong, William, Fales & Jenks Machine Co., Pawtucket, R. I.
 Arrington, John W., Union Bleachery, Greenville, S. C.
 Arters, J. E., Kennedy Yarn Co., Philadelphia, Pa.
 Ashworth, George R., Ashworth Bros., Inc., Fall River, Mass.
 Ashworth, Henry, Ashworth Bros., Inc., Fall River, Mass.
 Babcock, F. L., Editor, Fibre & Fabric, Cambridge, Mass.
 Baggett, L. D., Robinson & Baggett, Charlotte, N. C.
 Bailey, Henry P., Joshua L. Bailly Co., New York City.
 Bannon, John F., Defiance Bleachery, Barrowsville, Mass.
 Barish, M., Barish Mfg. Co., New York City.
 Barker, H. R., O. S. Hawes & Bro., Fall River, Mass.
 Barnett, A., Old Dominion Steamship Co., New York City.
 Battle, Hyman L., Rocky Mount Mill, Rocky Mount, N. C.
 Beattie, S. Marshall, Piedmont Mfg. Co., Greenville, S. C.
 Beattie, W. E., Greenville, S. C.
 Beattie, Wm. H., Victor-Monaghan Co., Greenville, S. C.
 Bell, George C., J. H. Mayes Co., Charlotte, N. C.
 Bennett, E. Howard, American Wool & Cotton Reporter, Boston, Mass.
 Bedwell, C. B., F. W. Lafrentz & Co., Atlanta, Ga.
 Blalock, U. B., N. C. Cotton Growers' Corp., Raleigh, N. C.
 Bliss, Fabian & Co., 32 Thomas St., New York City.
 Blythe, Richard H., R. A. Blythe, Inc., Philadelphia, Pa.
 Bowe, Robert F., Hunter Mfg. and Com. Co., New York City.
 Brooks, Elwood W., Joshua L. Bailly & Co., New York City.
 Brower, E. N., Rocky Mount Mills, Inc., Rocky Mount, N. C.
 Brown, T. Wister 3rd, Schell, Longstreth & Co., Philadelphia, Pa.
 Bryan, E. D., Tubize Artificial Silk Co., New York City.
 Bryan, M. M., The Jefferson Mills, Jefferson, Ga.
 Buck, R. E., Arnold, Hoffman & Co., Inc., Charlotte, N. C.
 Bunch, F. B., Statesville Cotton Mill, Statesville, N. C.
 Bum, T. B., Rocky Mount Mills, Rocky Mount, N. C.
 Buscher, Geo. C., Paulson, Linkroom & Co., New York City.
 Butler, J. M., St. Pauls Cotton Mill Co., St. Pauls, N. C.
 Butterworth, J. Ebert, H. W. Butterworth & Sons Co., Greenville, S. C.
 Callaway, Ely R., Callaway Mills, Inc., New York City.
 Callaway, Holt F., Guaranty Trust Co., New York City.
 Callon, U. J., J. P. Stevens & Co., New York City.
 Campbell, L. W., Eclipse Textile Devices, Elmira, N. Y.
 Cannon, M. L., Cabarrus Cotton Mills, Kannapolis, N. C.
 Carter, A. B., Southern Textile Association, Gastonia, N. C.
 Carter, George N., I. B. Williams & Sons, Dover, N. H.
 Cathcart, Dr. W. R., Corn Products Refining Co., New York City.
 Causey, C. W., Pomona Mills, Greensboro, N. C.
 Chase, F. L., F. A. Chase & Co., Providence, R. I.
 Child, Chas. S., Wilson & Bradbury, Inc., Philadelphia, Pa.
 Church, M. L., Catlin & Co., Charlotte, N. C.
 Clapper, S. D. M., Franklin, D'Olier & Co., Philadelphia, Pa.
 Clark, David, Southern Textile Bulletin, Charlotte, N. C.
 Cohn, Sidney, Industrial Yarn Corp., New York City.
 Cole, M. B., Rockingham, N. C.
 Coley, R. H., St. Pauls Cotton Mills Co., St. Pauls, N. C.
 Collins, John R., Hubbard Bros. Co., New York City.
 Cone, Bernard M., Proximity Manufacturing Co., Greensboro, N. C.
 Connor, T. E., Foster Machine Co., Westfield, Mass.
 Conway, John F., 45 E. 17th St., New York City.
 Cooke, Fred J., S. A. L. Ry., Boston, Mass.
 Cooper, S. P., Henderson & Harriett Cotton Mills, Henderson, N. C.
 Cooper, D. Y., Henderson & Harriett Cotton Mills, Henderson, N. C.
 Connington, J. H., Albert Irvins Croll, Philadelphia, Pa.
 Cottrell, B. S., Parks-Cramer Co., Fitchburg, Mass.
 Cramer, Stuart W., Charlotte, N. C.
 Cullen, H. B., First National Bank, Richmond, Va.
 Dabbs, John L., DuPont Co., Charlotte, N. C.
 Dall, Whitney, Ridley Watts & Co., New York City.
 Dalton, R. L., Jr., Whitin Machine Works, Charlotte, N. C.
 Daniel, Dr. D. W., Clemson College, S. C.
 Darby, M. W., Cherry Cotton Mills, Florence, Ala.
 Davis, Rogers W., Saco-Lowell Shops, Charlotte, N. C.
 Davison, Elmer H., Davison Publishing Co., New York City.
 Detwiler, Harvey A., Valvoline Oil Co., Philadelphia, Pa.
 Dickinson, Arthur R., Lancaster Mills, Clinton, Mass.
 Dickson, L. C., Stevens Yarn Co., Inc., Charlotte, N. C.
 Dilling, W. S., Dilling Cotton Mills, Kings Mountain, N. C.
 Dixon, Fred M., Dixon Lubricating Saddle Co., Bristol, R. I.
 Doughtie, E. R., Alexander Eccles & Co., Charlotte, N. C.
 Dow, George K., Ridley Watts & Co., New York City.
 Draper, George O., Hopedale Mfg. Co., Milford, Mass.
 Draper, A. V., Manufacturers Record, Baltimore, Md.
 Draper, B. H., Bristow, Draper Corp., Hopedale, Mass.
 Dumbell, H. M., Jr., Geo. H. McFadden & Bro., Charlotte, N. C.
 Durham, Plato, Armstrong Group Mills, Gastonia, N. C.
 Dwelle, E. C., Chadwick-Hoskins Co., Charlotte, N. C.
 Eddy, Jesse P., Providence, R. I.
 Edwards, W. F., U. S. Testing Co., Inc., New York City.
 Egelhoff, Geo. T., Tatum, Pinkham & Greey, New York City.
 Eley, B. C., Cliffside Mills, Cliffside, N. C.
 Erhard, E. H., The Stafford Co., Boston, Mass.
 Erhard, George P., The Stafford Co., Boston, Mass.
 Erwin, W. A., The Erwin Cotton Mills Co., West Durham, N. C.
 Entwistle, Geo. P., Pee Dee Mfg. Co. and Entwistle Mfg. Co., Rockingham, N. C.
 Erlanger, Milton S., Erlanger Cotton Mills Co., New York City.
 Everett, Henry C., Jr., Winnsboro Mills, Winnsboro, S. C.
 Fant, J. Roy, Monarch Mills, Lockhart, S. C.
 Fairley, A. M., Scotland Cotton Mills, Laurinburg, N. C.
 Farquhar, J. E., Weatherford, Crump & Co., Greenville, S. C.
 Fisher, C. W., Textile World, Philadelphia, Pa.
 Fitzgerald, H. R., Riverside & Dan River Cotton Mills, Danville, Va.
 Fletcher, Frederick A., Boott Mills, Lowell, Mass.
 Florsheim, Harry A., Gray-Separk Mills, New York City.
 Floyd, W. A., Victor-Monaghan Co., Greenville, S. C.
 Forrest, W. Wendel, Forrest Bros., Philadelphia, Pa.
 Forrester, Geo. W., Atlanta, Ga.
 Forster, F. E., Draper Corp., Atlanta, Ga.
 Fortson, S. A., Enterprise Mfg. Co., Augusta, Ga.
 Fox, Chas. J., Steel Heddle Mfg. Co., Philadelphia, Pa.
 Freitag, Robert J., Steel Heddle Mfg. Co., Philadelphia, Pa.
 Gage, Homer, Jr., Crompton & Knowles Loom Works, Worcester, Mass.
 Gamewell, J. M., Erlanger Cotton Mills Co., Lexington, N. C.
 Gardiner, E. P., Boston & Albany R. R., Boston, Mass.
 Gardner, James P., Hanover National Bank, New York City.
 Garrett, S. H., Erwin Yarn Agency, Philadelphia, Pa.
 Gayle, Walter W., Saco-Lowell Shops, Greenville, S. C.
 Geil, John Wm., Turner Halsey Co., New York City.
 Gebhardt, Christian E., U. S. Finishing Co., New York City.
 Gilliland, C. L., Aberfoyle Mfg. Co., Philadelphia, Pa.
 Glenn, P. E., Exposition Cotton Mill, Atlanta, Ga.
 Goff, Albert H., Textile Finishing Machinery Co., Providence, R. I.
 Goldey, F. K., Jas. F. White & Co., Inc., New York City.
 Goodman, R. W., Tifton Cotton Mills, Tifton, Ga.
 Gossett, B. B., Chadwick-Hoskins Co., Charlotte, N. C.
 Gossett, J. P., Williamston Mills, Williamston, S. C.
 Greenwood, Richard B., Philadelphia Cotton Yarn Co., Philadelphia, Pa.
 Gregory, J. G., Elizabeth City Cotton Mills, Elizabeth City, N. C.
 Guggenheimer, Clarence M., Cone Export & Com. Co., New York City.
 Hadley, Edwin, Wm. Whitin Co., Inc., Charlotte, N. C.
 Haire, Andrew J., Textiles, New York City.
 Hale, Thomas, New York Cotton Exchange, New York City.
 Hamrick, Dr. W. C., Limestone Mills, Gaffney, S. C.
 Hanna, Jno., 225 4th Ave., New York City.
 Harris, Arthur W., Atlanta Harness & Reed Mfg. Co., Atlanta, Ga.
 Harris, Geo. S., Exposition Mills, Atlanta, Ga.
 Harty, F. R., New York City.
 Haynes, Chas. H., Cliffside Mills, Cliffside, N. C.
 Herx, Chas. O., Herx & Eddy, New York City.
 Hill, J. H., Steel Heddle Mfg. Co., Providence, R. I.
 Hodge, Wm. B., Parks-Cramer Co., Charlotte, N. C.
 Hook, E. B., Jr., Lockwood, Greene & Co., Atlanta, Ga.
 Hopkins, J. D., Textile Banding Co., New York City.
 Horner, Jack W., Jos. Sykes Bros., Atlanta, Ga.
 Horning, R. B., General Electric Co., Charlotte, N. C.
 Horsley, J. H., West Point Mfg. Co., West Point, Ga.
 Howard, Edwin, Mason Machine Works Co., Greenville, S. C.
 Howe, Dudley R., Lockwood, Greene & Co., Boston, Mass.
 Howe, Frederic W., Crompton & Knowles Loom Works, Providence, R. I.
 Huffines, R. L., Rockfish Mills, Rocky Mount, N. C.
 Humphreys, Arthur, New York City.
 Hutchison, C. E., American Yarn & Processing Co., Mount Holly, N. C.
 Hutchison, C. E., Jr., American Yarn & Processing Co., Mount Holly, N. C.
 Inge, Jno. C., Jr., Neuss Hesslein & Co., Inc., New York City.
 Isaacs, C. G., Textile Division, U. S. Dept. of Commerce, Washington, D. C.
 Jackson, N. Baxter, Chemical National Bank, New York City.
 Jalck, J. P., Du Pont Co., Wilmington, Del.

- Jamieson, Philip S., J. B. Jamieson Co., Boston, Mass.
- Jennings, David, J. P. Stevens & Co., New York City.
- Jewell, D. A., Jr., Crystal Springs Bleachery Co., Chickamauga, Ga.
- Jewett, T. R., Jewett Silk Corp., New York City.
- Johnson, Norman H., Sou. Wholesale Dry Goods Assn., Richmond, Va.
- Johnson, Wills E., Consolidated Textile Corp., Lynchburg, Va.
- Jones, Allen, Martel Mills, New York City.
- Jones, A. H., Geo. H. McFadden & Bro., Philadelphia, Pa.
- Jones, Chester N., Old Dominion S. S. Co., New York City.
- Kaiser, Geo. M., The Tropical Products Co., Baltimore, Md.
- Kale, J. Edward, Hall-Kale Mfg. Co., Lincoln, N. C.
- Kaufman, John F., Steele Heddle Mfg. Co., Philadelphia, Pa.
- Keen, Henry S., Catlin & Co., Boston, Mass.
- Kennett, J. M., Mooresville Cotton Mills, Mooresville, N. C.
- King, Irvin, Stephen M. Weld & Co., Philadelphia, Pa.
- Kirby, H. W., Cowpens, S. C.
- Lamport, S. C., The Lamport Co., New York City.
- Langley, W. C., Langley Group, Langley, S. C.
- Law, John A., Saxon Mills, Spartanburg, S. C.
- Lawson, W. E., Journal of Commerce, New York City.
- Lee, William, J. H. Mayes Co., Charlotte, N. C.
- Leonard, Geo. E., Langley Group, New York City.
- Lewis, K. P., The Erwin Cotton Mills Co., West Durham, N. C.
- Lewis, O. S., Baltimore & Ohio R. R., Baltimore, Md.
- Ligon, R. E., Gluck and Equinox Mills, Anderson, S. C.
- Lineberger, B. C., Lineberger Bros., Lincoln, N. C.
- Linkroum, Leonard C., Paulson, Linkroum & Co., Inc., New York City.
- Little, C. S., Lincoln and Laboratory Mills, Lincoln, N. C.
- London, W. L., J. M. Odell Mfg. Co., Pittsboro, N. C.
- Long, Alex. Aragon Cotton Mills, Rock Hill, S. C.
- Long, Alex. Jr., Arcade Cotton Mills, Rock Hill, S. C.
- Long, J. A., Roxboro Cotton Mills, Roxboro, N. C.
- Lowe, R. B., Delta Land Co., Fitchburg, Mass.
- Lownsbury, W. H., H. W. Butterworth & Sons Co., Philadelphia, Pa.
- Lucas, E. R., Baldwin Cotton Mills, Chester, S. C.
- Lumas, H. C., Fales & Jenks Machine Co., Pawtucket, R. I.
- Lyon, Walter, New York City.
- MacKay, A. S., Fairchild Co., Daily News Record, New York City.
- MacRae, Lawrence, N. C. Cotton Growers Cooperative Assn., Raleigh, N. C.
- McCausland, R. E., Barber-Colman Co., Rockford, Ill.
- McCrudder, James P., Aberfoyle Mfg. Co., Philadelphia, Pa.
- McFadden, M. Barclay, Philadelphia, Pa.
- McLellan, A. W., New Orleans, La.
- McMurray, A. W., Double Shoals Mfg. Co., Shelby, N. C.
- Mackay, Thos. D., New York City.
- Malone, Lott B., Catlin & Co., New York City.
- Marchant, T. M., Victor-Monaghan Co., Greenville, S. C.
- Marsh, Howard L., Callway Mills, Inc., New York City.
- Martin, E. E. I., Renfrew Mfg. Co., New York City.
- Martin, Fay H., Woonsocket Machine & Press Co., Woonsocket, R. I.
- Mason, Clarence E., 437 Chestnut St., Philadelphia, Pa.
- Massey, William A., Seaboard Air Line Ry., Philadelphia, Pa.
- Mauldin, R. M., Saco-Lowell Shops, Boston, Mass.
- Mayer, H. G., Charlotte, N. C.
- Mayes, J. H., Charlotte, N. C.
- Mayor, William H., General Elec. Co., Boston, Mass.
- Meister, A. J., Journal of Commerce, New York City.
- Merrell, E. L., Pepperell Mfg. Co., Biddeford, Me.
- Meyers, Milton M., Clarence L. Meyers, Philadelphia, Pa.
- Mincher, Winthrop, Franklin D'Olier & Co., Philadelphia, Pa.
- Mitchell, Jno. J., James E. Mitchell Co., Philadelphia, Pa.
- Mitchell, R. P., Martel Mills, New York City.
- Mitchell, R. B., Plowman Yarn Co., Philadelphia, Pa.
- Mooney, W. M., Chemical National Bank, New York City.
- Moore, J. A., Patterson Mills, Roanoke Rapids, N. C.
- Moore, J. E., Grasselli Chemical Co., Charlotte, N. C.
- Moore, James R., Grant Yarn Co., Fitchburg, Mass.
- Morgan, James H., Jr., American Spinning Co., Greenville, S. C.
- Muller, L. P., L. P. Muller & Co., Philadelphia, Pa.
- Muller, Eugene, L. P. Muller & Co., Philadelphia, Pa.
- Murray, D. R., Erwin Yarn Agency, Philadelphia, Pa.
- Nagle, Frank L., Textile World, Boston, Mass.
- Neaves, Frederick E., Davison Publishing Co., New York City.
- Nelson, J. L., Jr., Lenoir Cotton Mills, Lenoir, N. C.
- Norris, Lindsay, The Ballinger Co., Philadelphia, Pa.
- North, Frank G., Arnold, Hoffman & Co., Atlanta, Ga.
- Nowill, Walter H., Jamieson Textile & Commission Corp., New York City.
- Odell, A. G., Kerr Bleachery, Concord, N. C.
- Odell, Ralph M., Kerr Bleachery, Concord, N. C.
- O'Hara, William D., Philadelphia Cotton Yarn Co., Philadelphia, Pa.
- Orbis, Homer W., Orbis Bros. & Co., New York City.
- Outen, W. E., Alexander Sprunt & Son, Charlotte, N. C.
- Palmer, John G., U. S. Gutta Percha Paint Co., Greenville, S. C.
- Partridge, P. H., Lesser-Goldman Cotton Co., Charlotte, N. C.
- Patterson, E. V., National Aniline & Chemical Co., New York City.
- Payne, Henry M., American Mining Congress, Washington, D. C.
- Peabody, D. W., General Elec. Co., Atlanta, Ga.
- Pease, J. N., Lockwood, Greene & Co., Charlotte, N. C.
- Pennal, E. C., James T. White Co., New York City.
- Peterson, D. A., Barbet-Colman Co., Rockford, Ill.
- Pfetteplace, B. S., Southern Franklin Process Co., Greenville, S. C.
- Philip, Robert W., Cotton, Atlanta, Ga.
- Pickard, W. B., Indian Head Mills, Cordova, Ala.
- Pierce, A. H., Grasselli Chemical Co., New York City.
- Pitts, L. D., Industrial Cotton Mill, Rock Hill, S. C.
- Plonk, J. C., Hickory, N. C.
- Plowman, C. M., Plowman Yarn Co., Philadelphia, Pa.
- Pollock, Robert W., Stewart Bros. Cotton Co., Charlotte, N. C.
- Pomeroy, J. D., Alexander Sprunt & Sons, Charlotte, N. C.
- Porcher, William H., Whiting Machine Works, Charlotte, N. C.
- Pratt, W. B., Joseph Sykes Bros., Charlotte, N. C.
- Price, Theo. H., Commerce and Finance, New York City.
- Protto, C., Du Pont Co., Wilmington, Del.
- Quantz, A. T., Glenn-Lowry Mfg. Co., Whitmire, S. C.
- Rakestraw, Fred A., Hyde-Rakestraw Co., Philadelphia, Pa.
- Ramseur, R., Courtenay Mfg. Co., Newry, S. C.
- Rankin, W. T., Oseloa Mill, Gastonia, N. C.
- Rankin, W. T., Jr., Oseloa Mill, Gastonia, N. C.
- Ray, R. R., McAden Mills, McAdenville, N. C.
- Rees, Kelly, Elk Cotton Mills, Fayetteville, Tenn.
- Reeves, R. E., Hunter Mfg. & Com. Co., New York City.
- Reinhardt, R. S., Jr., Elm Grove Cotton Mills, Lincoln, N. C.
- Rennie, T. H., Avondale Mills, Pell City, Ala.
- Reynolds, William, Texas Co., Atlanta, Ga.
- Richardson, E. R., H. & B. American Machine Co., Pawtucket, R. I.
- Riemer, Harry, Daily News Record, New York City.
- Robert, L. W., Jr., Robert & Co., Atlanta, Ga.
- Robinson, Jno. L., Jno. L. Robinson & Co., Memphis, Tenn.
- Rockwell, Foster, Bankers Trust Co., New York City.
- Rooke, William J., Cotton, Atlanta, Ga.
- Rousmanier, John E., New York City.
- Roweroff, Samuel, Cotton Products Co., Philadelphia, Pa.
- Rusden, E. A., Textile Finishing Machinery Co., Providence, R. I.
- Ryland, S. P., First National Bank, Richmond, Va.
- Sails, F., Hopedale Mfg. Co., Greenville, S. C.
- Sanford, Gardner, Boston News Bureau, Boston, Mass.
- Schell, Charles F., Schell, Longstreth & Co., Philadelphia, Pa.
- Schroder, E. M. G., National Aniline & Chem. Co., Atlanta, Ga.
- Schweretle, H. G., Glove Mfg. Co., Philadelphia, Pa.
- Separk, J. H., Gastonia, N. C.
- Shaen, Robert H., Frank W. Winne & Son, Philadelphia, Pa.
- Shaw, John B., Cotton, Atlanta, Ga.
- Shore, W. Frank, Fall River, Mass.
- Sirrine, Wm. G., Sou. Textile Exposition, Greenville, S. C.
- Smith, Albert G., Corn Products Refining Co., Greenville, S. C.
- Smith, A. W., Brandon Mills, Greenville, S. C.
- Smith, Hampton, Steel Heddle Mfg. Co., Greenville, S. C.
- Smyth, Capt. E. A., Greenville, S. C.
- Spencer, John H., Barber-Colman Co., Greenville, S. C.
- Spencer, Antonio, U. S. Ring Traveler Co., Providence, R. I.
- Spooford, Geo. E., Langley, S. C.
- Stone, Wm. H., Manufacturers Record, Baltimore, Md.
- Stackhouse, W., Marion Mfg. Co., Marion, S. C.
- Steel, Phil A., Mauney-Steel Co., Philadelphia, Pa.
- Stevens, Robert T., J. P. Stevens & Co., New York City.
- Stevens, J. P., J. P. Stevens & Co., New York City.
- Stevens, J. P., Jr., Plainfield, N. J.
- Stimpson, W. L., Draper Corp., Hopedale, Mass.
- Stockmeyer, C. F., Weatherford, Crump & Co., New Orleans, La.
- Stowe, Geo. W., Crescent Spinning Co., Belmont, N. C.
- Stowe, R. L., Belmont, N. C.
- Strang, James, Saco-Lowell Shops, Boston, Mass.
- Street, John F., John F. Street & Co., Providence, R. I.
- Strowd, W. F., Buck Creek Cotton Mills, Siluria, Ala.
- Sullivan, J. E., Catlin & Co., Boston, Mass.
- Sullivan, James D., Textiles, New York City.
- Sullivan, J. L., Central Yarn Co., New Haven, Conn.
- Sullivan, Robert W., Anderson, S. C.
- Sumner, Geo. W., Mollohan Mfg. Co., Newberry, S. C.
- Summersby, Geo. W., Amory, Brown & Co., Boston, Mass.
- Swift, E. Kent, Whiting Machine Works, Whitinsville, Mass.
- Swift, Edward W., Muscogee Mfg. Co., Columbus, Ga.
- Talbor, Ernest H., Associated Press, Atlantic City, N. J.
- Tea, E. P. T., Smith-Hogg & Co., New York City.
- Thomas, L. B., Merchants National Bank, Richmond, Va.
- Thompson, R. L., Geo. H. McFadden & Bros., New York City.
- Thorpe, J. Henry, U. S. Bobbin & Shuttle, Providence, R. I.
- Tillinghast, Chas. F., Textile Finishing Machinery Co., Providence, R. I.
- Topp, Rober, National Bank of Commerce, New York City.
- Towser, John, Arcadia Mills, Rockledge, Fla.
- Towne, Joseph, General Elec. Co., Philadelphia, Pa.
- Tracey, John N., Riddle Co., Philadelphia, Pa.
- Turnbull, Henry P., Hanover National Bank, New York City.
- Turner, Spencer, Turner-Halsey Co., New York City.
- Tyson, Edward E., Atlantic City, N. J.
- Valentine, J. W., The Farish Co., New York City.
- Verdery, H. P., Harris, Irby & Voic, Greenville, S. C.

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Weavers' Meeting At Spartanburg

THE Spartanburg meeting of the Weavers' Division of the Southern Textile Association was called to order at ten o'clock on May 16, by chairman W. H. Gibson, Jr. who explained that the object of the meeting was to get information relative to certain phases of the starch question.

He introduced Dr. W. R. Cathcart who made an interesting talk relative to starches. Dr. Cathcart stated that he wanted to make his talk in language that could be understood by the man who was not experienced in chemistry. The following are extracts from the remarks of Dr. Cathcart:

The manufacture of corn starch is essentially an American industry. We are the producers of corn, and naturally that is the crude material we generally used. So, when corn starch was produced, the manufacturers were looking around for outlets for their products, and then it became their job to get the users of such materials in the textile industry to "please try corn starch." Well, when corn starch was first offered to the trade, it was known only in the crudest form, the so-called pearl starch, which represents the first step of starch-making in the manufacture of corn starch. That was offered and used to a certain extent, but it was soon found that the pearl starch did not have all the properties that starch ought to have to give satisfaction and results to the textile industry. Therefore the manufacturers of corn starch set about to improve the production, to bring it more in line with the requirements of the textile industry; and, without going too much in detail, these efforts we call today thin-boiling corn starch, and, after the manufacturing processes had been worked out and their properties determined they were offered to the textile industry, in which they have gradually become more and more popular.

A modified corn starch is a starch which has in its processes of manufacture undergone a treatment that changes the many characteristics of the finished product. Briefly, that modification is as follows: Starch, when treated with acid, undergoes changes; and if the treatment is carried on under proper conditions, this change goes on until the starch is turned into sugar, finally, and is no longer starch. That process is called hydrolysis. It is the same process which takes place in the human body in digesting food. Whenever you eat any foods containing starch, that starch must be hydrolyzed by the digestive juices before it can be dissolved, and in that process it is changed into sugar, and that is what you get if you allow the process of hydrolysis to reach its full completion.

Now, hydrolysis is a technical and chemical term, which simply means the change that takes place in a starch when it is changed from

starch to sugar and when I say sugar I don't mean cane sugar but I mean sugar as a class name. If that process is controlled and arrested in its incipient stages, that is, if you allow the process of hydrolysis to be just started and stopped, then you get a product which is still starch, but starch with different properties from those that the starch had before this process was used. The point at which that process is stopped, at which the hydrolysis is arrested, will determine the property of the starch, you are going to get. That results in the formation of the so-called modified or thin-boiling starch.

In the early stages of starch-making, when this modification process was arrested at different points, and the starches produced at these different stages were boiled down and made into a paste of equal strength—by that I mean using the same quantity of water and the same weight of starch, boiling for the same length of time, without any addition due to condensation, or without any loss of water due to evaporation—it was found that the paste thus obtained was very different in character, and quite different from the paste obtained from equal amounts of starch and water when an unmodified or pearl starch was used. The principal difference was that these pastes were thinner than the pastes formed by the ordinary unmodified starch, and those starches were then called thin-boiling starches.

It was necessary to devise some method by which these modified starches could be standardized, so that you would know what you were talking about when you spoke of a thin-boiling starch. Before the thin-boiling starches were developed, it was important to emphasize the thickness of the starch paste. The starch was good or bad according to how thick the paste was that was made from that starch; and in order to use a rather "high-brow" term, some technical term, instead of speaking about the thickness of the starch paste, it was fashionable to talk about the viscosity of the starch paste; and when the thin-boiling starch came into use, it became important to put emphasis on the thinness of the starch paste and to get a material that would express that according to viscosity, so the term fluidity was selected.

There is absolutely no difference between fluidity and viscosity as terms. They are just different ways of expressing the same thing. Fluidity and viscosity are only indirectly connected with adhesiveness. You can have a very highly viscous process and have no adhesiveness at all. You know you have lubricating oils that are highly viscous which have no adhesiveness at all. You have highly fluid products like alcohol or ether. They have absolutely no adhesive properties. There has recently been considerable confusion

about that. Viscosity and fluidity are simply reciprocal terms. A high viscosity means a low fluidity and a low viscosity means a high fluidity.

We have had to establish a rule to which everything should be referred, and that is what we did in connection with fluidity standards. We now have that standard fixed and preserved, and any starch can be measured and referred to that standard, and you will all know what degree of fluidity you get. For the practical purposes of the textile manufacturer, certain stages of fluidity will be selected. Any one or any number of them are theoretically possible; but certain stages of fluidity have been selected as especially adapted to textile purposes, and that is why you hear so much about 20-fluidity or 40-fluidity, or 57-fluidity, and they all refer to the master instrument. It doesn't make any difference to any user of a starch, whether that starch is called a 25-fluidity or a 45-fluidity or a 60-fluidity. All that he is interested in is being certain that, having made his selection of fluidity, he always gets that satisfactory degree, no matter whether it is called 125 or 75 or what not.

I have told you something about what might be called the rough mechanics of starch, but there is a great deal more to fluidity determination than I have described. The amount of starch used has to be weighed accurately, with due consideration to moisture, on a chemical balance. You have to be certain that the samples used are uniform. The paste has to be made with absolute accuracy, as to concentration and stirring of the loose paste when being mixed. This has to be done with absolute accuracy as to the number of revolutions.

The temperature has to be controlled within a tenth of a degree, and the times of stirring, standing and flow, have to be determined with a stop-watch to the fraction of a second; when you observe all these precautions you will get some concordant results, if you use the same instrument or compare it with the same instrument; but that is where the difficulty comes in, and that is why I always lay stress upon the user of starch not making his own fluidity determination.

Someone has asked, "Why is it that there is such a wide variation between thin-boiling starches that come from different sources? They have different standards. They are fairly close together, but it is difficult to get two laboratories in the same organization to get concordant results, simply because, as soon as you get two different chemists working on the same problem, each one will think he wants to do it a little better than he has been told. It isn't a question of whether one method is better or not. They want always to be exactly the same. That is the answer, and it doesn't make

any difference to the man who is using the starch what they call it. If he has selected the type of starch which gives him the better result for his condition, his only interest lies in getting that same grade with the same properties in every shipment that he receives; and when he doesn't get it, he ought to kick, and kick hard, and insist upon getting it.

The remarks of Dr. Cathcart relative to the standardized or master instrument for the determination of fluidity was the subject of much discussion, especially, his statement that other instruments could be given relative to standardization by being compared with the master instrument.

J. A. Chapman, Jr., wanted to know if all instruments used could not be checked against the master instrument at the Bureau of Standards, but Dr. Cathcart was of the opinion that even though the standard instrument was used, the method of testing the fluidity would have a considerable effect upon the result.

W. H. Gibson, Jr., stated that there should be some method of standardization because at the present time one concern could put out 40-fluidity starch and another a 20-fluidity starch and both of them be identically the same thing.

Dr. Cathcart stated the best thing to do when changing starches was to send a sample of the starch, being used, and the firm from whom you were making the purchase could easily duplicate the fluidity.

T. J. Digby stated that when a mill obtained the right fluidity they should stick to it.

W. H. Gibson, Jr., stated that he had visited a North Carolina mill that was buying pure starch and converting it into thin boiling starch. He asked Dr. Cathcart's opinion of that.

Dr. Cathcart said that it was possible to do so, but that the same results could not be obtained each time unless it was done by experts. Dr. Cathcart went into a considerable discussion of the term "capillary attraction."

"Capillary attraction is simply a term which has been applied to the behavior of liquid substances, in containers or tubes of very small diameters, that is, diameters which are so thin that they can be compared to hair. That is where you get the word "capillary," hair-like. The capillary tubes or capillary veins of circulation in the body all get their names because tubes and veins are very small and hair-like. If you have a glass of water and you put a glass tube with a very small hole into the water, and look at it, you will find the level of the water on the inside of that tube is higher than the level of the water on the outside of the tube. That level has been drawn up by capillary attraction.

(Continued on Page 36)

Opening and Cleaning Cotton Preparatory to Pickers

By J. H. Windle, of the Woonsocket Machine & Press Co., Inc.

Note—This article as a part of the Better Equipment Campaign, was unavoidably omitted on May 22 when the other articles on Improved Opening Equipment, were published.

THE proper opening of the cotton and the removal of sand, dirt and larger particles of leaf previous to the picking processes only in the last few years has received any serious attention or study from the cotton manufacturer or machinery builders.

Previous to the last twenty years practically all the cotton mills in this country opened raw cotton from the bale by hand onto the

fore only the matted or thick portions of the cotton fed across the width of the feed rolls was held and beaten by the beater. Obviously it made necessary three process picking with three or more beaters to insure the smaller particles of cotton receiving any beating action whatever.

The importation of Egyptian cotton in high density bales made necessary improved opening of the cotton from such bales, at which time bale openers of English make came into general use and later Crighton or vertical openers were introduced to further open and partially clean Egyptian cotton which equipment was also found very desirable for

of machines being offered to the mill man such as dust trunks in many forms, openers with finger beaters revolving at high speeds, the use of compressed air in various form and exhaust openers.

After careful study, experimenting and exhaustive tests conducted in many mills by our engineering department, the hopper bale breaker and vertical opener was found to be the only practical and desirable equipment of consistent value, but the advantages were not wholly satisfactory from the fact that the bale breaker fed large pieces of matted cotton in uneven quantity to the vertical opening, which machine due to the heavy beater and its vertical position, was difficult to lubricate and to apply a simple drive. Furthermore, although the cotton was well opened and separated, a large percentage of the dirt and leaf was carried along with the cotton by the suction fan to the condenser to be later removed in the subsequent picking or carding processes.

From actual tests the installation of vertical openers in tandem or triplicate showed a decided reduction of droppings at each process even though grid bars or screens with larger openings were employed, and although good droppings with a reclaim value could not be avoided.

To remove the dirt and save the good droppings the Woonsocket horizontal cleaner was developed. This machine is located between the vertical opener and condenser, making an equipment of opening room machinery consisting of a bale breaker, vertical opener and a horizontal cleaner, the features of which are as follows:

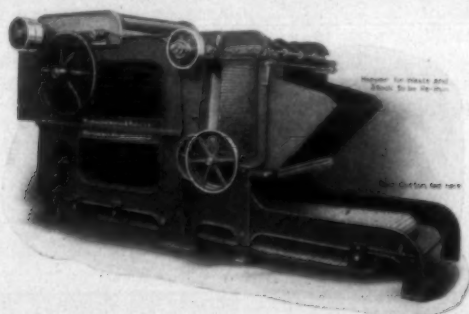
A bale breaker of rigid construction with a heavy upright spiked lattice, the working surface of

which is on a reverse angle to the horizontal feed lattice, with an improved stripping beater, thus preventing any large pieces of matted cotton being fed in uneven quantity to the vertical opener, and provided with our patent stock mixer and automatic controlled intermittent feed apron.

A Crighton vertical opener equipped with ball bearings throughout provided with grease packed housings, all of which are lubricated by means of grease cups located on the outside of the frame. The beater is driven through spiral gears from a self-contained counter shaft driven by means of an ordinary open belt drive. The opener is furnished with a perforated metal grid, stationary or adjustable grid bars.

A horizontal cleaner with large cleaning area of perforated sheet metal entirely surrounding a large porcupine beater, the steel blades of which are so arranged that the cotton passing from the inlet to the outlet is vibrated and caused to travel in a spiral against the perforated grid the length of the machine. The frame is of heavy cast iron with a section of each half of the top hinged to form a door for cleaning or inspection and provided with automatic locking devices to prevent accidents. The beater bearings are ball bearing provided with grease packed housings, removable panels level with the floor are provided for the removal of droppings. The following tests showing the relative cleaning qualities were conducted in actual mill opening rooms operating under the usual conditions, the cotton being fed from the bales to the bale breakers as delivered from unheated store rooms adjoining the opening room. The grids and speeds are so adjusted that the droppings from the

(Continued on Page 38)

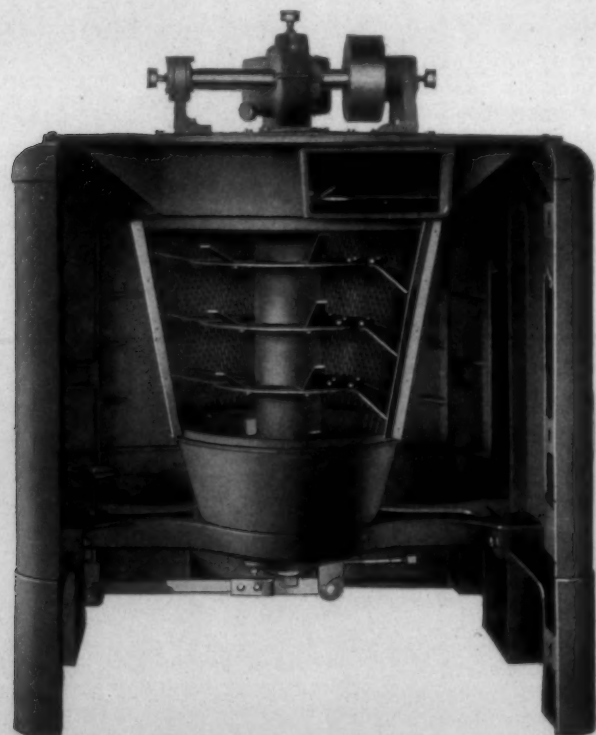


Woonsocket Bale Opener with Stock Mixer attached equipped with standard feed apron.

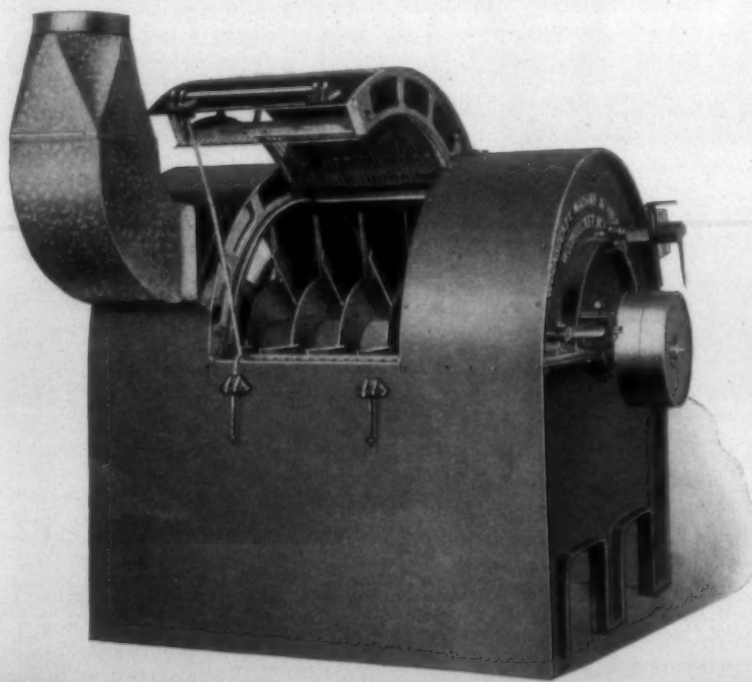
floor or in a bin and fed the breaker pickers by lifting an armful of cotton at intervals into a high sided, lightly constructed hopper feeder, which in turn fed a constant amount of cotton to the feed rolls of the first beater in a matted and otherwise unprepared condition. There-

the cleaning of low grade American cotton.

With the change from 8 to 30-cent cotton and the more general baling of American cotton in bales of high density, a demand for better opening and preparing of raw cotton was created, resulting in many types



Woonsocket Vertical Opener, sectional view showing gridded pan, beater, perforated sheet metal grid and the encased spiral gear drive with self contained counter and pulley for open belt drive.



Woonsocket New Type Horizontal Cleaner made accessible for cleaning or inspection and equipped with safety devices.

Resolutions by American Cotton Manufacturers Association

The following resolutions were adopted by the American Cotton Manufacturers' Association at Atlantic City:

Southern Textile Machinery and Repair Parts Plants.

Whereas, This association, at its annual convention in Richmond, Va., May 17, 1923, adopted a resolution endorsing the movement for the establishment of textile machinery building plants and repair parts plants in the South and pledging its support to same, and

Whereas, The continued development and diversification of the industry in the South demonstrates anew the increasing need of such plants in order that the industry may become independent and self-contained, and

Whereas, Some of the progressive and forward-looking textile machinery building corporations of the country have expressed a willingness to erect such plants in the South, when business conditions warrant it, therefore be it

Resolved, That this association, in convention assembled, this the 28th day of May, 1924, reiterates its position on this vital matter and pledges to those corporations who are contemplating the erection of Southern plants the hearty support of the members of this association in the successful operation of same, and be it

Resolved further, That the committee authorized in May, 1923, to look into this matter be instructed to report progress at the next meeting of this association.

Diversification.

Whereas, This association, at its Washington convention in 1922, went on record as to the need of greater diversification of Southern textile products, and

Whereas, Notable progress has been achieved during the past two years as evidenced by the number of new plants erected and the extensions and additions to existing establishments made, all for the production of fabrics that will enter more directly into the channels of consumption, and

Whereas, Believing that recent developments in the trade have demonstrated afresh and in striking and convincing manner that overproduction already exists in many of the classes of goods now manufactured in the South, and that the continued prosperity and increase in the Southern textile industry is largely dependent on the diversification of its products, therefore be it

Resolved, That this association, in convention assembled, this the 28th day of May, 1924, again directs the attention of its members to this important matter and urges that further increases of plants be along the line of diversification of products and the more direct distribution of same to the consuming trade.

Finishing Plants.

Whereas, This association has at its last three conventions enunciat-

ed and outlined its policy looking to an independent and self-contained Southern textile industry, and

Whereas, A number of processing and finishing plants have recently been erected in the South, modernly designed and equipped and manned by highly efficient executives and operatives, and

Whereas, There is increasing need of more such plants in order that the needs of the expanding Southern industry may be fully met, therefore be it

Resolved, That this association, in convention assembled, this the 28th day of May, 1924, commends the efforts of those that have erected such plants, old and new, and urges the Southern manufacturers, wherever and whenever possible, to give concrete expression to such action by liberal patronage in order that such plants, old and new, and urges that further additions may be justified.

The Proper Effect of Fluctuations in the Price of Cotton on the Retail Prices of Textiles.

Whereas, During the past year or two at every advance in the price of cotton, the daily newspapers carry stories of so-called "consumers' strikes," whether the advance is reflected in the manufacturers' prices for goods or not, and

Whereas, On the other hand, at every recession in the price of cotton, the retailer gets frightened and a corresponding "retailers' strike" ensues, therefore be it

Resolved, That the Department of Commerce be petitioned to make an investigation of the cost of distribution of cotton merchandise and to publish in bulletin form the actual relationship of fluctuations in the price of cotton to retail prices of different classes of cotton goods, garments and household goods made therefrom to the end that erroneous impressions causing panicky conditions in the dry goods trade may be corrected and material furnished to those engaged in the study of the problem of distribution so far as it unduly affects the costs of living.

Resolved further, That a copy of this resolution be forwarded to the Secretary of Commerce and given to the press.

Tariff Agitation a Disturbing Influence.

Whereas, Tariff agitation for campaign purposes constitutes one of the most disturbing influences in the dry goods market, damaging alike to the cotton producer, to the mill employees, to the manufacturer, to the wholesaler, to the retailer and to the consumer, and

Whereas, Importations have increased to the point of seriously interfering with the domestic production of many classes of the finer goods in the depression which now exists in the textile industry, and

Whereas, The hope of future increase of cotton manufacturing in the South must be along the lines

of finer and more diversified products; therefore be it

Resolved, That the American Cotton Manufacturers' Association reiterates its position that the tariff is an economic question and that it should not be treated as a political issue, and

Resolved, further, That this association favors a tariff that will adequately protect all branches of the textile industry in the United States, and

Resolved further, That the attention of the President of the United States be called to the classes of goods in which importations are unduly increasing with the request that such relief as is possible may be given through the agency of the Treasury Department and the Tariff Commission, and

Resolved further, That in a highly competitive industry like the cotton manufacturing industry, the American Cotton Manufacturers' Association denies that in times of depression such as now exists tariff rates operate to increase the cost of living, for in many cases the manufacturers' selling prices are below the cost of production replacement and that the result of inadequate tariff rates is to transfer the work to foreign mills with corresponding loss of work to domestic industry and workers engaged therein and with no corresponding benefit to anyone except the foreign producer and the importer.

Southern Delivery Points in Futures Contracts.

Whereas, The orderly operation of cotton exchanges is essential to the proper conduct of business in the textile industry, and

Whereas, Believing that the violent fluctuations in quotations on futures contracts have in the past resulted in serious detriment and losses to producers, manufacturers, jobbers and retailers, resulting in demoralized conditions, and

Whereas, Believing that the incorporation of a provision in the New York Cotton Exchange contract which would permit of deliveries on such contracts at designated points outside of New York would prove beneficial and tend to stabilize quotations, therefore be it

Resolved, That this association go on record as favoring such a change in the present contract form which would admit of this safeguard.

Minors in Industry.

Whereas, The Congress of the United States now has under consideration the enactment of a bill providing for a Constitutional Amendment permitting the Federal regulation of all minors under 18 years of age engaged in the various occupations, and

Whereas, This association has at all times insisted that any solution of this problem must be based on sound principles of child labor administration; that it is of fundamental importance that educational standards be imposed as prerequisites for young people entering em-

ployment; and that legislation to be effective must be conditioned on environment and circumstances varying with surroundings and different localities and must be supported by a healthy local public sentiment, and

Whereas, Holding firm to the conviction that this is a local problem, the control and solution of which should be exercised by the duly constituted authorities of the several States, and

Whereas, Believing that such arbitrary and sweeping regulations as those under consideration by Congress could not and would not meet the real needs of the situation and in many cases would impose real hardships and doubting extremely the wisdom or feasibility of the extension of Federal or State paternalistic restrictions upon youths of 16 to 18 years of age, many of whom have inescapable family responsibilities, the assumption of which really tends to develop the highest type of citizenship, therefore be it

Resolved, That this association heartily endorses restrictive child labor legislation by the several States and an efficient enforcement of same, and

Resolved further, That this association, in convention assembled, this the 28th day of May, 1924, enters vigorous protest against the proposed Constitutional Amendment delegating such sweeping authority to the Federal Congress.

Resolved further, That a copy of this resolution be transmitted to the various members of Congress, the several State Legislatures and given to the press.

Relative Wage Comparisons.

Whereas, Statements of relative wage comparisons have appeared in the public press from time to time purporting to give the compensation received by textile operatives in the South as compared to that paid in other sections of the country, and

Whereas, Such statements of comparative wages do not take into account all wage equivalents, including practically free house rent with only a nominal charge for lights, water and sewerage, together with fuel and many other supplies at cost and often below cost, etc., which Southern operatives universally receive, and which workers in other sections do not generally obtain, and

Whereas, Such incomplete and misleading data has had the effect of confusing the public both as to real and relative wages paid by Southern mills and received by Southern operatives; therefore be it

Resolved, That this association, in convention assembled, this the 28th day of May, 1924, insists that any comparison of relative wages shall include all wage equivalents and shall be expressed in terms of the cost of living; or in other words, shall be based upon real wages rather than mere payroll wages.

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The Atlantic City Meeting

THE attendance at the Atlantic City meeting of the American Cotton Manufacturers' Association was not quite up to expectations and the weather was bad but in other respects it was a very satisfactory meeting.

The first session was called to order at 10 a. m. Tuesday by President W. E. Beattie.

After the appointment of committees President Beattie delivered his annual address, which was a very constructive document.

Henry Mace Payne, of New York, delivered an address on "Industry and Citizenship."

Finding that there was time for another address, Norman H. Johnson, of Richmond, Va., who was scheduled to speak at the afternoon session, delivered his address.

Mr. Johnson discussed "The Southern Wholesale Dry Goods Merchant and His Problems," and his remarks made a very favorable impression upon the association.

The convention then adjourned.

Afternoon Session.

The afternoon session, which convened at 2:30 p. m., was devoted entirely to a discussion of the tariff and its effect upon importations.

Stuart W. Cramer led the discussion by reading Tariff Bulletin No. 12, which had been prepared by him.

Mr. Cramer, as usual, had been very thorough in the preparation of the Tariff Bulletin, and his presentation of the subject made a distinct impression.

Among those who participated in the discussion which followed were J. P. Gossétt, W. A. Erwin, Geo. Otis Draper, C. E. Hutchison and David Clark.

Banquet.

At 7:30 p. m. a banquet was held in the main dining room.

Curtis D. Wilbur, Secretary of the Navy, made an address dealing with constitutional questions, and Dr. D. W. Daniel, of Clemson College, S. C., made a witty after-dinner address that greatly pleased those present.

Following the two addresses there

was a program of entertainment by artists from Keith's Vaudeville.

Mr. Cramer's address was easily the feature of the convention.

Wednesday Morning.

The Wednesday morning session was called to order by President Beattie at 10:30 a. m. and was devoted almost entirely to business.

W. D. Adams read his report as secretary and treasurer covering the activities of the association during the past fiscal year.

Stuart W. Cramer made an interesting report upon the work of the National Council of American Cotton Manufacturers.

Geo. W. Forrester made a report for the Traffic Committee and W. B. Hodge made a very interesting report for the Standardization Committee on Textile Fabrics.

New By-laws that had been approved by the Board of Governors were approved by the convention without being read.

W. J. Vereen read a long series of resolutions, all of which were adopted by convention.

Capt. Ellison Smyth read a special resolution relative to the death of J. D. Hammett.

W. A. Erwin made a report for the Nominating Committee and the following officers were unanimously elected: President, A. W. McLellan, New Orleans, La.; First Vice-President, W. J. Vereen, Moultrie, Ga.; Second Vice-President, S. F. Patterson, Roanoke Rapids, N. C.; Secretary and Treasurer, W. D. Adams, Charlotte, N. C.

The following were elected to fill vacancies upon the Board of Governors: Howard Baetjer, Baltimore, Md.; C. L. Gilleland, Chester, Pa.; H. R. Fitzgerald, Danville, Va.; A. M. Dixon, Gastonia, N. C.; J. C. Evans, Spartanburg, S. C., and H. L. Williams, Columbus, Ga.

B. E. Geer, of Greenville, S. C., was elected a member of the National Council.

Jno. A. Law, upon behalf of the Association, presented Retiring President W. E. Beattie with the president's medal.

Meeting adjourned about 12:30 o'clock.

Lancashire Cotton Spindles and Looms

Since the armistice, there has been a substantial reduction in the number of spindles and looms in place in Lancashire. Authorities disagree as to the exact figures but there is no question as to the decline itself. The Cotton Spinners' and Manufacturers' Directory, in its lists, showed a decline between the years 1917 and 1923 of 1,462,514 spindles and 17,122 looms. The estimate published by the International Cotton Bulletin is to the effect that the reduced spindleage 1920-1923 amounts to over 2,000,000 spindles, according to a report to the Textile Division, Department of Commerce. The International Federation's to-

tal figures for spindles July 1, 1923, is 56,583,000, while the directory gives the figure as 57,425,881 on December 31 of the same year.

The 1924 issue of the Cotton Spinners' and Manufacturers' Directory gives detailed figures as to the increase and decreases in spindles and looms in the particular Lancashire towns. According to these figures, the number of spindles increased this year as compared with last by 177,261 but the losses were on a much bigger scale 485,064 spindles being broken up or sold abroad.

The principal increases and decreases were as follows:

Increases.	
Ashton	99,523
Bacup	13,632
Blackburn	34,262
Stockport	17,022

Decreases.	
Accington	40,080
Bolton	160,100
Oldham	134,150
Rochdale	86,754

Looms in Lancashire county increased in various sheds by a total of 4,089 but reductions at other points totalled 7,659, the principal increases and decreases being as follows:

Increases.	
Accington	636
Chorley	1,094
Colne	596
Nelson	434

Decreases.	
Darwen	1,927
Preston	1,252
Rochdale	1,281
Farnworth	1,120
Bolton	682

Spindles in Oldham and Bolton, the principal spinning centers, total 17,230,898 and 7,370,623, respectively.

It was particularly commented upon in the cotton districts the great extent to which second hand machinery was shipped overseas in the years 1921-22. The pent up demand in the Far East was so great and the prospect of obtaining new machinery from British or other textile machinists so remote, that high prices were paid for machinery which had been running a number of years, in Lancashire. Of course, the other factor, the actual wearing out of machinery, accounted for most of the net reduction in recent years. There is still a great need in Lancashire mills for the replacement of worn-out machinery and a still greater need for improved apparatus, automatic looms, etc.

Lancashire mill managers are not only concerned about the gradual disappearance of machinery but they are worried about the shrinkage in the size of their work forces. It has recently been estimated that not more than 80 to 85 per cent of the looms in Lancashire could be operated if full time operations became a rule in 1924. Boys and girls have not been going in to the cotton trade in sufficient numbers to fill the gaps of the older people leaving it and the war time losses have never been made up. This situation applies much more to the weaving sheds than it does to the spinning departments, as the spinning mills have been running at least part time.

President American Cotton Manufacturers' Association



A. W. McLellan, President Alden Mills, New Orleans

SOUTHERN TEXTILE BULLETIN

Member of Audit Bureau of Circulations
Member of Associated Business Papers, Inc.

Published Every Thursday by
CLARK PUBLISHING COMPANY
Offices: 39-41 S. Church St., Charlotte, N. C.

THURSDAY, MAY 29, 1924.

DAVID CLARK Managing Editor
D. H. HILL, JR. Associate Editor
JUNIUS M. SMITH Business Manager

SUBSCRIPTION
One year, payable in advance \$2.00
Other Countries in Postal Union 4.00
Single Copies10

Contributions on subjects pertaining to cotton, its manufacture and distribution, are requested. Contributed articles do not necessarily reflect the opinion of the publishers. Items pertaining to new mills, extensions, etc., are solicited.

ADVERTISING

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Address all communications and make all drafts, checks and money orders payable to Clark Publishing Company, Charlotte, N. C.

Blowing Rock Meeting of Southern Textile Association

IN this issue we are publishing a map showing the various routes to Blowing Rock, where the Southern Textile Association will hold its annual meeting on June 13th and 14th.

We are also publishing a list of prizes that will be given for attendance, golf and games.

The captains of the golf teams that represent each State will be as follows: Alabama, R. W. Jennings; Georgia, J. S. Bachman; South Carolina, F. Gordon Cobb; and North Carolina, J. M. Gamewell.

For those who do not play golf there will be games.

J. L. Phillips, traveling representative of the Southern Textile Bulletin, has told us on various and sundry occasions that he is the best set-back player in the South and that as he swings around the circuit he mops up.

If Mr. Phillips and the partner he selects does not carry home the set-back prize we will in the future seriously question his veracity.

The mountain top will be in full bloom at the time of the meeting and a more beautiful spot would be hard to find.

The rates at Mayview Manor will be \$6 per day (including meals) for those who stay two in a room which is a lower rate than prevailed at the Asheville meeting last year.

If lower rates are desired the Blowing Rock Hotel and the Green Park Hotel will be found very comfortable.

Arrangements are going to be made to carry those who have no cars from Gastonia, Charlotte and Hickory to Blowing Rock.

Two special cars from Georgia and Alabama will reach Gastonia at

9 o'clock on Thursday, June 6th, and Gastonia and Charlotte men will meet them with their cars and drive to Blowing Rock that morning.

The Georgia and Alabama men are going a day early in order to play golf and take some side trips around the mountain tops.

From the reports received a large attendance at the Blowing Rock meeting is indicated.

Federal Child Labor Law Constitutional Amendment Will Be Passed Monday

THE U. S. Senate will at 5 o'clock next Monday vote upon and pass a resolution to submit to the States a constitutional amendment giving Congress the right to regulate the employment of persons under 18 years of age.

Under the pressure of misrepresentation and misunderstanding Senators will pass the resolution and in doing so many of them think they are acquiring popular favor, but they are really committing political suicide.

The farmers of the West are already in an ugly mood and will not relish the proposition to give Congress the right to regulate and prohibit the employment of farm labor under 18 years of age.

Senator McCormick thought he could be re-elected by fathering the Child Labor Resolution but promptly went down to defeat under the protest vote of the Illinois farmers.

New England believes that the Southern mills are employing little children and imagines that a Federal Child Labor Law will relieve competition.

President Coolidge, a Massachusetts man, puts his support of the constitutional amendment entirely upon those grounds, saying:

"For the purposes of uniformity we ought to provide by constitutional amendment and appropriate legislation for a limitation of child labor."

We, of the South, know that there is no child labor in our cotton mills, but Congress believes there is, and under the pressure of a powerful lobby seeks to eliminate that which does not exist.

As far as the employment of children is concerned a Federal Child Labor Law will have little effect upon the textile industry of the South, but we are forever and eternally opposed to the transfer of our States powers to a Bureau in Washington.

Fortunately in its greed for power, the Children's Bureau seeks control of all labor up to 18 years of age and we will with much pleasure watch the farmers and working men retire to private life many of the Senators who on next Monday vote for an alleged child labor law.

Even Babson

ROGER BABSON, who was formerly regarded as a reliable statistician, says in a recent bulletin:

"It (the Federal Child Labor Law) should improve the position of those companies located in States where strict child labor laws are in force. On the other hand it will cut into the earnings of concerns which hitherto have had no such restriction."

It would be exceedingly interesting for Mr. Babson to present through his statisticians some proof of that statement.

With the carelessness and lack of investigation that has marked Babson's reports during the past year, he assumes that little children are now working in Southern mills.

Sara Explains Why Mills Are Idle

MRS. SARA CONBOY, secretary of the United Textile Workers, said in an address at Pittsburg this week:

"General idleness among textile workers at present is due to war between two groups of bankers—a Southern group that has bought from the impoverished planters virtually all of the cotton crop which will be picked next August and is holding up the New England textile manufacturers, with the result that our New York and Boston investment bankers are retaliating by creating an artificial stoppage of the industry."

We have heard many wild statements but this goes far beyond any of the kind that has ever been written.

As the cotton that "will be picked next August" was during April selling around 24 cents it is rather hard to understand how the New England bankers were being held up.

The vivid imagination of Sara Conboy is only exceeded by extent of her disregard for truth.

Idle Spindles

THE recent report of the Census Department shows that the following spindles were idle during April, 1924:

Alabama	199,000
Georgia	153,000
North Carolina	362,000
South Carolina	97,000
Tennessee	22,000
Virginia	25,000

Connecticut	112,000
Maine	59,000
Massachusetts	3,139,000
New Hampshire	533,000
Rhode Island	733,000

Idle in South	886,000
Idle in New England	4,630,000
Idle in other States	359,000

Total idle 5,875,000

The curtailment during April, 1924, over April, 1923, was represented by 96,000 bales of cotton.

Allowing 425 pounds of goods produced from a bale of cotton, we find that 40,800,000 less pounds of cotton goods were produced in April, 1924, than in April, 1923.

The reduction in March, 1924, over March, 1923, was approximately 60,000,000 pounds and the two months have therefore resulted in a reduction of 100,000,000 pounds in the output.

Such curtailment will eventually mean a shortage of cotton goods and higher prices.

Southern Textile Association Prizes

In order to make the Blowing Rock meeting of the Southern Textile Association more interesting, arrangements have been made to offer the following prizes:

1. All present at Friday afternoon session draw for prize.
2. All present at Saturday morning session draw for prize.
3. Wives and daughters of members draw for prize.

Golf Prizes.

1. Lowest individual medal score. Cup.
2. Lowest individual handicap score. Cup.
3. Second lowest individual handicap score. Cup.
4. Lowest total of State team of four men. Cup. (Men with handicaps below 16 will not be allowed to play on teams.)
5. Prize for man who makes longest drive on first time at No. 1 tee.
6. Prize for man (who never played golf) that makes longest drive.

Game Prizes.

1. Winner of checker tournament. Prize.
2. Winner of set-back tournament. Prize.
3. Winner of bridge whist tournament. Prize.

Personal News

O. C. Bagwell has become superintendent of the Elk Mills, Dalton, Ga.

C. C. Goodman has resigned as superintendent of the Waco Twine Mill, Waco, Texas.

Frank L. Asbury has become assistant superintendent of the Hillside Mills, LaGrange, Ga.

S. M. Thrower has been promoted to overseer spinning at the Dixie Mills, LaGrange, Ga.

J. H. Chaney has resigned as overseer of spinning at the American Cotton Mills, Bessemer City, N. C.

L. T. Collins has been promoted from fixer to night overseer carding at the American Cotton Mills, Bessemer City, N. C.

J. B. Connor, of Gastonia, has become overseer spinning at the American Cotton Mills, Bessemer City, N. C.

A. V. McLean has accepted the position of overseer of weaving at the American Cotton Mills, Bessemer City, N. C.

Charles Compton has accepted the position of overseer of spinning at the Appalachian Mill No. 2, Knoxville, Tenn.

J. R. Puckett has been promoted from overseer carding to superintendent of the American Mills, Bessemer City, N. C.

W. A. Brown has resigned his position at Cramerton, N. C., and accepted a position with the Priscilla Spinning Company, Ranlo, N. C.

L. W. McGinnas has been promoted from second hand to overseer spinning and twisting at the Howell Manufacturing Company, Cherryville, N. C.

George W. Murphy has resigned as vice-president and general manager of the Lullwater Manufacturing Company, with plants at East Point and Thomson, Ga., and Greenville, S. C.

R. H. Rouse has resigned as overseer weaving at the American Cotton Mills, Bessemer City, N. C., to become overseer of the cloth room at the Loray plant of the Manville-Jenckes Co., Gastonia, N. C.

A. E. Warren has been made general superintendent of the two plants of the Appalachian Mills Company, Knoxville, Tenn. J. B. Langston is superintendent of No. 2 Mill and Robert Spillman, superintendent of No. 1 Mill.

B. Y. Adams has resigned as overseer weaving at the Fulton Bag and Cotton Mills, Atlanta, Ga., and has accepted a similar position with Ware Shoals Manufacturing Company, Ware Shoals, S. C.

W. L. Denham has become superintendent of the Dallas Manufacturing Company, Huntsville, Ala.

W. R. Cook has succeeded W. R. Jones as superintendent of the Sunset Mill No. 1, Selma, Ala.

Chas. L. Lee has resigned as superintendent of the Carter-Collier Company, Barnesville, Ga.

R. M. Argo has promoted from night to day overseer of carding at the American Mills, Bessemer City, N. C.

W. F. Smith has resigned as night superintendent of the Perkins Hosiery Mills, Columbus, Ga., to become superintendent of the Waco Twine Mills, Waco, Texas.

Carl R. Harris has resigned as night superintendent of the Lancaster (S. C.) Cotton Mills to become assistant superintendent of the Inman (S. C.) Mills.

W. I. Bennette who has been manager of the store and farm of the Trion Co., Trion, Ga., for the last 11 years, has resigned to become general manager of the Chero-Cola Bottling Co., Atlanta.

Barnett Murphy has resigned as superintendent of the Lullwater Manufacturing Company's plant at Thomson, Ga., to become assistant superintendent of the Pelzer Manufacturing Company No. 4, Pelzer, S. C.

Fifty Years With One Firm.

On May 12th, Edw. E. Arnold completed fifty years with Arnold, Hoffman & Co., of Providence, R. I.

When Mr. Arnold secured employment with them the firm had another name, which was later changed to Arnold, Peck & Co., and then to Arnold, Hoffman & Co.

Fifty years is a long time and it is not given to many men to work that long in their chosen line of business.

O. D. Davis Dead.

O. D. Davis, prominent cotton manufacturer, banker and merchant of Salisbury, N. C., died suddenly at his home there on Sunday morning. He was for many years treasurer of the Salisbury Cotton Mills and a director in the Kestler Manufacturing Company. He was also president of the Davis and Wiley Bank, treasurer of the Piedmont Toll Bridge Company, treasurer of the Salisbury Hardware and Furniture Company.

Mr. Davis was 73 years old and is survived by two sons, one daughter and one sister. Funeral services conducted Tuesday from the First Presbyterian Church in Salisbury.

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Southern Manager

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Plain Finish
Improved
Loom Reeds
Leno Reeds
Leno Reeds
Combs

MILL NEWS ITEMS OF INTEREST

Inman, S. C.—Inman Mills let contract to Sanford-Riley Stoker Company, Worcester, Mass., for stokers. J. E. Serrine & Co., engineers, Greenville.

Eagle Lake, Tex.—The Industrial Cotton Mills has been incorporated with a capital stock of \$1,000,000 by J. A. Dromgoole, president, and B. H. Faber, secretary.

Spray, N. C.—Carolina Cotton and Woolen Mills have completed installation of several silk looms in their Nantucket plant and will weave real silk.

Waxhaw, N. C.—The Rodman-Heath Mills have been closed for an indefinite period, due to market conditions.

Spartanburg, S. C.—Beaumont Manufacturing Company let contract for relighting mills to Huntington & Guerry, Greenville, S. C. J. E. Serrine & Co., engineers, Greenville, S. C.

Union, S. C.—Union-Buffalo Mills have let contract to Piedmont Construction Company for erection of school building, cost \$52,000. Building will be two stories and basement, brick and limestone construction, ten rooms and auditorium.

Columbia, S. C.—Charter has been granted to the River Hill Spinning Mills, a cotton mill firm of Cheraw, capitalized at \$150,000. H. M. Duval is president of the company; J. A. Watson, vice-president, and M. B. Crigler, secretary-treasurer.

Graniteville, S. C.—Gregg Dyeing Company let contract for installation for electrical equipment to R. H. Bouligny, Inc., Charlotte, N. C.; to Parks-Cramer Company, Charlotte, N. C., for heating and process steam piping. J. E. Serrine & Co., engineers, Greenville.

Anderson, S. C.—The Riverside and Toxaway Mills have let contract to Fiske-Carter Construction Company to repair the damage done to the buildings by a tornado several weeks ago. Practically the entire upper story of the Riverside Mill will be replaced and extensive repairs made to the Toxaway plant.

Savage, Md.—Controlling interest in the Savage Manufacturing Company has been purchased by Leslie, Evans & Co., selling agents of New York, who have represented this mill for some years. The mill has been owned by the Baldwin family for 50 years or more.

Officers are now R. W. Baldwin, president; H. M. Leslie, vice-president, and Wm. E. Wall, secretary.

The mill manufactures 4,000,000 pounds of cotton duck annually and is also adapted to making a number of duck specialties.

Seneca, S. C.—Seneca Company, of Lonsdale Company, let contract to Huntington & Guerry, Greenville, S. C., for relighting mill. J. E. Serrine & Co., engineers, Greenville.

Duke, N. C.—Erwin Cotton Mills No. 2 let contract to Westinghouse Electric and Manufacturing Company, East Pittsburgh, Pa., for electric equipment of existing mill and to Huntington & Guerry, Greenville, S. C., for installation. J. E. Serrine & Co., engineers, Greenville, S. C.

Lenoir, N. C.—Steele Cotton Mills Company have added new twistors and other machinery to their present equipment, and have let contract for humidifying the spooling and twisting room to the Bahnson Company, Winston-Salem, N. C.

Greensboro, N. C.—Proximity Manufacturing Company let contract to Babcock & Wilcox, 85 Liberty, New York City, for boilers for new power house and for stokers to Sanford-Riley Stoker Company, Worcester, Mass., and for chimney to M. W. Kellogg Company, New York. J. E. Serrine & Co., engineers, Greenville, S. C.

Spartanburg, S. C.—The Spartan Mills have let contract to Fiske-Carter Construction Company for erection of community building to cost \$25,000. The building will be terra cotta and stucco construction, 58x45, two stories and basement. Equipment will include gymnasium, showers, locker room, library, living room, club rooms, kitchen and dining rooms.

Rockdale, Tex.—The Chamber of Commerce is corresponding with New England interests relative to building a cotton mill here.

West Point, Ga.—Lanett Mills let contract to Parks-Cramer Company, Charlotte, N. C., for humidifying equipment in cloth room, and to Service Company, Columbus, Ga., for heating. J. E. Serrine & Co., engineers, Greenville.

High Point, N. C.—Seven million nine hundred and twenty dozen pairs of hosiery are manufactured annually by the 14 mills located in this city, according to a statistical report made public by the High Point Chamber of Commerce. This makes the total number of pairs of hose annually manufactured here 95,040,000.

The hosiery mills located here, the report says, are among the largest in the State and perhaps the South. A large number of small mills have been started here within the last two years, it was said, and they have grown with the progress of the town. Several thousand pamphlets telling of the things in which this excels will be printed and distributed at the Road Show here in June, the chamber officials stated.

Goldville, S. C.—Lockwood, Greene & Co., engineers of Atlanta, Ga., and Boston, Mass., have been commissioned by Joanna Cotton Mills, formerly Banna Manufacturing Company, to proceed with the design of a weave building for the installation of approximately 100 new wide looms for making Oswego shade cloth. The work also includes the addition of a new picker room and rearrangement of preparatory machinery in order ultimately to double the present spinning mill and at that time add additional looms to double the entire capacity of the plant.

The weaving extension will necessitate the moving of the present office building and an addition to the warehouse, which will be relocated and improved.

Work in this connection also includes the design of 20 additional new cottages and a community house and miscellaneous village improvements, including sewerage, water and lights.

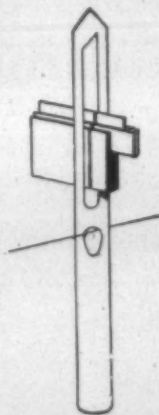
Greenville, S. C.—Work on the proposed \$50,000 Dunnean school building, which will be erected between Blake and Duke streets, in the center of the Dunnean community, will begin the first of next week, it was learned. The building will contain sixteen rooms, will be two stories and will be finished with faced brick, according to specifications of the contract, which was awarded to the Piedmont Construction Company, of the city, by trustees of the Parker School District.

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Plans for the building were drawn by J. E. Serrine & Co., and bids were received Monday. The building, the contractors announced, will be finished by the beginning of the school next fall.

The dimensions of the proposed building will be 55x156 feet, according to the stipulations of the contract, and in addition to the sixteen class rooms will contain a boiler room and all the other necessary furnishings.

E. Sternberger Dead

E. Sternberger, president of the Revolution Cotton Mills, Greensboro, N. C., died at his home in Greensboro on Tuesday night. He had been ill for many weeks. He was 64 years old.

Mr. Sternberger, who had been one of the most successful cotton manufacturers in the South, was born in Germany, coming to America when he was 14 years old. He worked at Florence and Darlington, S. C., for several years. In 1899, Mr. Sternberger, with Caesar and Moses Cone, organized the Revolution Cotton Mills at Greensboro and was president until his death.

Besides his mill interests, Mr. Sternberger took an active interest in civic affairs and had been one of the leading citizens of Greensboro for many years. He was a member of the Greensboro Rotary Club, was a Mason, a Shriner, member of the Knights of Pythias and the Red Men.

Funeral services were conducted Thursday afternoon.

Mr. Sternberger is survived by his widow and two daughters.

Ford Asks Mills to Ease Up On Deliveries.

Boston, Mass.—Henry Ford is asking the manufacturers to ease up on their deliveries of cotton cloth for use in the upholstering of Ford cars. Last December the Detroit manufacturer placed orders for some 10,000 yards of cotton cloth, a record order, which was understood to be based on a scheduled production of 10,000 cars daily. At the present time, production is understood to be on the basis of about 7,500 cars a day, the maximum in the interim since the order was placed having been some 8,000 cars.

It is interesting to note, also, that the goods which were bought at 52 cents a yard, or a total contract of \$5,200,000, can now be had in the market around 10 per cent less, although the price he paid was fig-

ured at the time to be substantially under the current cost of raw cotton.

It is estimated that something like 75 per cent of the goods purchased by Ford in December have been delivered, so that the fear of cancellation is not very marked among the manufacturers, who believe that the contract will be carried out in full with some delay accorded in Ford deliveries. The grey goods mills also have had orders from the finishing plants in some instances to delay deliveries of the grey goods in turn.

Plans for North Carolina Mill Meeting

Plans for the joint meeting of the Cotton Manufacturers' Association of North Carolina and the Cotton Manufacturers' Association of South Carolina, to be held in Blowing Rock, N. C., on June 27 and 28, have been practically completed, accord-

ing to Hunter Marshall, Jr., secretary of the North Carolina Association.

The completed program will be announced soon and other information furnished, Mr. Marshall stated.

A diversified program of unusual interest has been arranged. Among the speakers are J. E. Serrine, mill architect and engineer, Greenville, S. C.; Hon. Whiting Williams, lecturer and author, Clepeland, Ohio; Ex-U. S. Senator Christie Benet, Columbia, S. C., and Hon. T. A. Daly, humorist, Philadelphia. In addition to this galaxy of speakers, the hotel management, in conjunction with the committee, has arranged numerous features for entertaining both the members and the ladies who attend the convention.

The golf tournament will be in charge of C. G. Hill, of Winston-Salem. In addition arrangements have been made for a trip to Linville over one of the most beautiful scenic roads in the State.

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RUSSELL GRINNELL, President

FRANK B. COMINS, General Manager

Program of Southern Textile Association

The following program for the meeting of the Southern Textile Association, to be held at Mayview Manor, Blowing Rock, N. C., June 13 and 14, has been announced:

Friday, June 13, 1924.

3:00 P. M.—Meeting called to order by Jas. A. Chapman, Jr., president.

President's address.

3:15 P. M.—Report of J. O. Corn, chairman Carders' Division.

3:30 P. M.—Report of C. R. Harris, chairman Spinners' Division.

3:45 P. M.—Report of W. H. Gibson, chairman Weavers' Division.

4:00 P. M.—Address by A. N. Sheldon, mill engineer, Providence, R. I. Subject: "Four and Six Roll Drafting."

4:15 P. M.—Address by Dr. J. M. Widner, chemist, Cedar Rapids, Iowa. Subject: "Sizing."

4:45 P. M.—Address by G. W. Foster, Universal Winding Company, Boston. Subject: "Winding Warp and Filling Yarn for Weaving Processes."

Saturday, June 14, 1924.

9:30 A. M.—Presenting new inventions.

10:00 A. M.—Address by Luther H. Hodges, Spray, N. C. Subject: "Labor Turnover."

10:30 A. M.—Address by Rt. Rev. E. A. Penick, Bishop Episcopal Church, Charlotte, N. C. Subject: "The Relation of the Church to Industry."

11:30 A. M.—Business.

Adjourn.

Entertainment Committee—David Clark, Charlotte, N. C.; F. Gordon Cobb, Lancaster, S. C.; R. W. Philip, Atlanta, Ga.

Textile Bands Invited to Spartanburg.

Spartanburg, S. C.—The executive committee of the Retail Merchants' Association decided to extend an invitation to the Piedmont Textile Band Association to hold a meet in this city on a day in next September. The Textile Band Association is composed of a number of brass bands from the various cotton mills in the Piedmont, and contains about 300 members. Each band will play separately for prizes to be offered by the mills, and later all of them will join together into a 300-piece organization for a concert.

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P. D. JOHNSON, Georgia Representative, Atlanta, Ga. HERBERT BOOTH, Tenn.-Ala. Representative, Chattanooga, Tenn.



TRADE MARK

Spartanburg Meeting of Weavers' Division

(Continued from Page 32)

"But, I want to explain how the basis of sizing operation is capillary attraction. You have a yarn full of capillary tubes, that is, the space between the individual fibres in that yarn constitutes a number of capillary tubes, and for that reason the sizing, or whatever you immerse that yarn in, whether water or any other liquid, attracts that liquid and it goes into the yarn, not into the fibre, but into the interstices, or spaces between the individual fibres.

"Capillary attraction is influenced by a great many things, for instance, by the viscosity of the solution or liquid, by the temperature, concentration, etc. It is influenced by the twist of your yarn, because your capillaries in a tightly twisted yarn are different from the capillaries in a loosely twisted yarn. It is also influenced by the purity of the cotton.

For instance, if you have a yarn that has a high waxed content, or to make it plain, that has already been impregnated by paraffin wax or some waxed material, the capillary attraction would be different than if such materials were only present in diminished quantities. So the question as to whether one should use a 20-fluidity or 40-fluidity depends entirely upon the local conditions in the mill."

Mr. Lockman, of Union, S. C., wanted to know how he could tell the difference in fluidity.

Dr. Cathcart said that he could tell the difference between 20 and 30 fluidity by the appearance of the size in the kettle. He said that the most important factor in sizing was concentration, which he explained as follows:

What I mean by concentration is the number of pounds or ounces that you have in a gallon of size when it has finished boiling, and everything is ready for use. That

is what I mean by the concentration of your size. I don't know if you do this or not at your mill, but a great many people do. They say, "Yes, I measure the water that goes into my kettle. I put 100 gallons in my kettle. I have a good man, and he does it accurately every time, and I rely on him. I put in my starch and I stir, and then I turn in the steam and I boil it for an hour, or an hour and a half, or two hours, and then I use the size and I keep a little steam on it to keep it hot until it is used up."

Then I ask, "How many gallons of size have you in your kettle when it has finished boiling and is ready for use?" The answer usually is, "We don't pay any attention to that, because it is always the same as when we started with 100 gallons of water. We turn on the steam, and when it is cooked, it is ready." The most important thing is to measure the size after you boil it, and not before your boil. The condensation

and concentration was going on in your yarn, and if you don't pay any attention to your concentration, your results will be all over the map and you will never be able to tell by looking at your size what I said you ought to be able to tell. The reason is this: If the water you originally put in your kettle is colder one day than it is another, or colder at one part of the day than another, the condensation you get, due to boiling, is going to vary. Cold water will condense a good deal more steam before it reaches the boiling point than hot water will; and you will get all the variations. The wetness or the dryness of the steam supply will cause the variation in that concentration.

E. A. Frank stated that he put 30 inches of water in the size when it was made and later added six gallons and then brought the water back to a boil.

Mr. Lockman wanted to know if the water that was added was not

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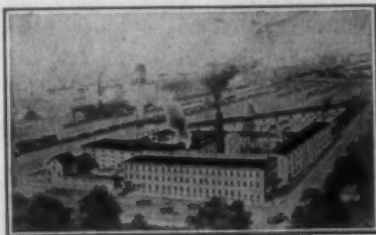
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harder than the first, but Dr. Cathcart said that it was not.

W. J. Britton said that he had his kettles equipped with an overflow pipe and obtained the same amount of water each time. Mr. Britton wanted to know what temperature should be carried in the size and storage kettle.

Dr. Cathcart said that the temperature should be carried in the storage kettle the same as in the size box.

M. T. Grimes wanted to know how long the starch should be cooked and what temperature.

Dr. Cathcart said that for corn starch the minimum period should be 45 minutes. There was considerable discussion among the members relative to the time and temperature at which starch should be cooked.

After the discussion of Dr. Cathcart, the following paper was read by Mr. Paul Seydel:

Address of Paul Seydel.

I have been asked to talk to you about chemicals and ingredients of sizing without mentioning names. I suppose this refers to trade names and not scientific names. The subject is very vast and in fifteen minutes little can be said, but I shall be glad to be questioned on any problem that may interest you most. In order to leave plenty of time for questions it will be better to just skim over the subject now so as to devote more time to the matters that really interest you.

Sizing is the most important process of the preliminary treatment of warps before weaving. Wheat flour, tallow and glue were the original sizing ingredients, bees wax was also very popular among some users. Wheat flour received

a fermenting treatment which improved its weaving and keeping and imparts to the mills and the qualities, the treatment is tedious, expensive and exceedingly wasteful goods very obnoxious odors.

Later wheat flour was steeped in zinc salts which obviated the fermenting process. Many sizers, especially abroad still hold that wheat flour has no equal for sizing purposes, especially to reduce shedding of heavy sizes. Of course much more heavy sizing is done abroad than is done in this country.

Later the use of starch came about, corn starch, potato, sage, tapioca, wheat, rice, and even sweet potatoes have been used to give adhesive properties to the size; besides a number of dextrines and gums both of natural and synthetic origin. Notwithstanding the close relationship of the different starches they all produce slightly different results and have qualities all their own, some having higher penetration, others more body, some give a harsh stiff feeling, others a softer one.

Sizing is used primarily to improve weaving; sizing also is greatly used, especially in Lancashire to increase the weight of grey goods, especially for export to India and China and with the use of the proper sizing compounds in addition to china-clay and other heavy materials, such as the sulphates of different metals it is possible to increase the weight of the warp up to 150 per cent.

Before the war the demand for heavy sized goods had declined considerably, due possibly to the styles in India and China, but more probably to greater prosperity, the trade demanding better materials. In this

section of the country the majority of sizing might well be called pure sizing. The main object being to improve weaving and impart to cloth certain physical qualities, such as fullness, softness, stiffness, etc., the slight addition in weight being merely incidental.

A complete size should contain: Fats and waxes; their object is to lubricate and penetrate the warp, to soften the size and yarn, to add to the flexibility, and to insure the ready separation of threads. One of the most common mistakes is to use too much fat which produces soft warps, increases shedding, and reduces the tensile strength. The gums should be selected to impart to the size certain qualities of adhesiveness, strength, and body of which starch is deficient. There are many natural gums of considerable value, but the most economical and probably most efficient are produced chemically. The chemicals supplement the action of fats and gums; their functions are essential and it is impossible to obtain without them a size sufficiently strong or having qualities required to successfully resist the strain of automatic loom weaving, and they help when judiciously used, very considerably to increase production. Their main function is to so act on the flour or starch as to produce with it a colloidal film of the greatest possible tensile strength. They should have deliquescent properties so to keep the warp sufficiently moist to obtain best weaving results. They should have permanent antiseptic qualities to preserve the warp and fabric against mildew. For preservatives and antiseptics zinc salts are among the best (Continued on next Page)

Band Director

and instructor wishes to locate in good live town; 22 years' experience; strictly sober; can furnish very best of references. Address W. M. J., care Southern Textile Bulletin.

Wanted

A first-class card grinder for 18 Whitin cards; good pay; mill running full time. Morven Cotton Mills, Inc., Durham, N. C.

\$25.00 Reward

for detention of Paul Cash. 16 years old; dark brown eyes and hair; scar in corner left eye; broad teeth; shoulders droop a little; swarthy complexion; formerly a mill worker. Left home April 17, 1924. His mother, Mrs. Lizzie Cash, 99 Laurens St., Rock Hill, S. C.

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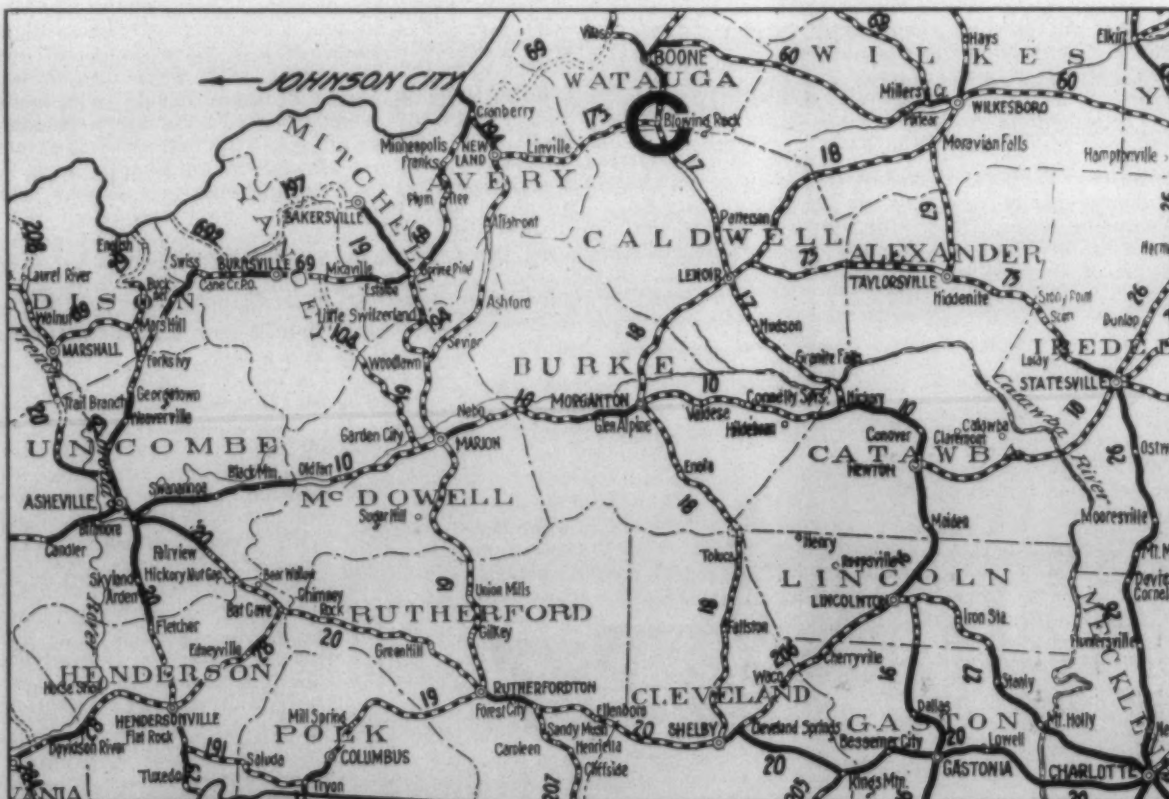
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Highway Map Showing Route to Blowing Rock, N. C., where Southern Textile Association will meet June 13-14.

The above map is printed from a portion of the North Carolina Highway Commission Map and shows the location of Blowing Rock, N. C., and roads leading from there to other resorts in that section.

Opening and Cleaning Cotton Preparatory for Pickers

(Continued from Page 33)

vertical opener contained no staple or waste of any reclaim value, but consisted largely of leaf, stems and dirt with a slight trace of short lint. The horizontal cleaner droppings consisted of small particles of leaf, stems, sand and dust with no trace of lint.

Results of tests on combined Opening Room Equipment, comprising
WOONSOCKET BALE BREAKER
WOONSOCKET VERTICAL OPENER
WOONSOCKET HORIZONTAL CLEANER

	Total lb. Cotton	Pro- duction Per Hour	Lb. Dirt	% Dirt	R.P.M. Beater	Lb. Dirt	% Dirt	R.P.M. Beater	Lb. Dirt	% Dirt
Arizona Nos. 1 and 2 (very clean)	7100	1000	36	0.51%	625	48	0.67%	460	84	1.18%
Egyptian, Uppers (Clean)	7604	3060	47	0.62%	750	62	0.82%	390	109	1.43%
Arizona No. 3	193327	1500	1143	0.59%	750	1761	0.91%	435	2904	1.50%
Peeler, Low Middling	17532	2000	122	0.69%	750	173	0.98%	390	295	1.68%
Egyptian (Sakellaris)	2940	3000	21	0.72%	750	37	1.24%	435	58	1.98%
Egyptian (Low Grade)	1500	3000	16	1.07%	750	20	1.34%	525	36	2.41%

It will be observed in comparing the percentage of dirt removed that exceed materially the amount removed at the vertical opener. The total amount of droppings can, however, be increased to any percentage desired by the use of larger opening in the perforated grids or by adjusting the grid bars to remove more waste. The presence of lint cotton in the droppings of the opening processes should be avoided, all cotton being delivered to the picker room thoroughly opened and free from heavy dirt and the removal of short or undesirable fibre accomplished by the pickers, cards and combers.

The curling or rolled appearance of the cotton as delivered by most opening machines has been the cause of much justified complaint by the mill man, this fault we avoided by the unique arrangement of the beater blades in the horizontal opener, resulting in a product of unsurpassed quality, especially cotton of long staple. We summarize the advantages of this opening equipment as follows:

First: An opening room equipment easily installed and arranged to be driven by one counter shaft with simple belt drives or by individual motors.

Second: A unit that will handle up to 5,000 pounds of cotton per hour consuming only from 8 to 12 horsepower, according to production and requiring no attention from the operative except to screw down grease cups daily.

Third: An equipment in which the fire hazard has been reduced to a minimum due to the patent connection between the bale breaker and vertical opener, that removes all metallic or heavy substance.

Fourth: Equipment that will open cotton from high density bales without curling or rolling, also remove the highest percentage of dirt free from lint or cotton of reclaim value.

Fifth: Machines of standard construction, the individual units of which can be connected up to standard machines now in use.

Sixth: An opening room equipment that will deliver to the picker room cotton as well opened and cleaned as is usually delivered at the intermediate picker where opening machinery is not in use.

Seventh: The cost of installation will show excellent returns on the investment either from the improvement of the finished cloth or the use of a lower grade of cotton to produce the same quality.

Weavers' Meeting At Spartanburg

(Continued from Preceding Page)
used. A number of organic substances such as carbolic, cresylic, salicylic, acids; thymol, formaldehyde, etc. are of common use. Some have a disagreeable odor. Most of them are so volatile they have no lasting effect and the heat of the slasher drum and the steam carry off so much of it there is practically no protection against midew. For this reason they are of very little permanent value.

More than anything else the chemicals are the main factors in transforming the flour and the starch at will into a light, a medium, or a heavy, as well as an elastic and flexible, or a strong coating on the warp. They should be of such a nature as not to interfere with the subsequent treatment of the warp or cloth, and the problems of ulterior bleaching, finishing, storage, and some time long distance shipping should be kept in mind when compounding a size mixture.

The sizing and finishing specialist is the family doctor of the textile mill; when all goes well he is called for advice and when he succeeds in straightening out a weaving or finishing problem, he becomes a demigod for a few days until his services become a trifling event of the dim past.

Nearly fifty years ago a Frenchman published a book concerning textiles, which has long been a classic. In fact about nine-tenths or more of the literature on the subject has been copied from it. Although this is a very remarkable book it has failed in some of its predictions, among which that the mills would within a generation all make their own sizing or finishing compounds. This has been repeated in books published since. As matter of fact many mills have tried it, but very few have kept it up, and fewer mills today make their own sizing compounds than was the case a generation ago, and especially two generations ago. This is an age of specialists and special problems are generally left to experts. The tallow and flour size of fifty years ago has been replaced by more up-to-date

sizing with increased strength to resist the strain of automatic loom weaving and to take advantage of artificial humidity which has made even the finest weaving possible where the climate made it impossible some years ago.

In the twenty years I have devoted to the study of chemical treatment of textile fibres, I have read books old and new, in German, French, English, and other languages on the subject, and it is remarkable how little the authors have originated—even the latest editions still have many superstitious beliefs.

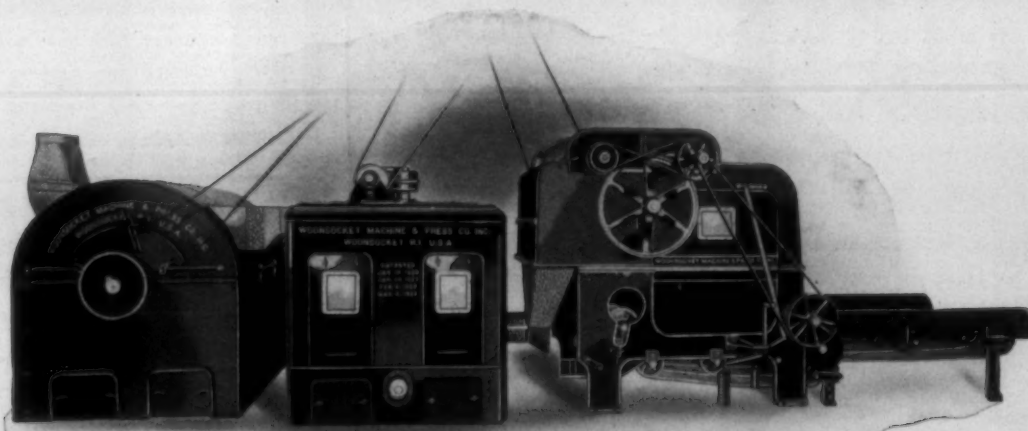
I have not found anywhere the proper interpretation of the theory of relatively concerning the different materials used in sizing and finishing. Most of them are so full of contradictions and statements not fully substantiated, that anyone reading them without the proper knowledge of what to believe and what to discard may get himself in considerable trouble.

I have long ago decided that a new book taking into consideration the latest knowledge should be written and I expect to do this as a crowning achievement of my career. I have accumulated a good deal of data, and some day I shall sort it out and come out in print, with the hope of giving some information on the subject that will be helpful to mill management from the chemical standpoint.

In the literature at hand some products are advocated which are unnecessarily expensive and have no special virtue; others are tabooed without discrimination that really are essential in some cases, and some of the finest and most useful ingredients that should be part of a good size are not even mentioned. It is a strange fact that although every book tries to teach the mill how to make their own compounds, the more they try it, the more of them decide that compounds ready made by responsible firms are after all the best, the safest, and the most economical to use, and although not so very long ago most mills compounded their own sizing, today most of those who have tried it have given it up, even though they were fairly well satisfied, they found it did not pay any more than it pays a man to attempt to make his own shoes. This is not due to a lack of understanding, but to better understanding and certainly the management of mills is no less, but more intelligent than ever before and recognize the value of specialization. In the days before the automatic loom when tallow and flour with proper antiseptic treatment made a satisfactory size the specialists had little to do, but mills have learned that such problems must be left to specialists who not only furnish materials, but advice from time to time as problems needing careful and scientific attention come up.

W.H. Gibson, Jr., asked Mr. Seydel if calcium chloride was a good chemical to use in sizing.

Mr. Seydel said that there are many forms of chlorides, but that some of them were not suitable for



Woonsocket Improved Opening Room Equipment comprising Bale Opener with Automatic Controlled Feed Apron; Patent Connection; Vertical Opener and Horizontal Cleaner for pipe delivery.

goods that had to be singed. Mr. Seydel said that binc chloride was strongly antiseptic and obviated the danger of mildew.

E. A. Frank wanted to know why some compounds would injure the slasher blanket and others would not.

At 12:30 the meeting adjourned for a luncheon at the Franklin Hotel, at which there was a musical program.

Afternoon Session.

The afternoon meeting was called to order by Chairman W. H. Gibson, Jr., at 2:30. He introduced E. A. Frank, superintendent of the Draper Mills, who made a talk on savings and economy in the weave room. Mr. Frank discussed the waste behind the slasher and in front of the slasher, and called attention to the amount of money it amounted to in the course of a year. He explained the waste due to throwing away the size left in the kettle at the end of the day and explained how this could be reduced. He discussed the savings that could be found by treating and washing the slasher blankets. Coming to the tying-in machine, he said that a large amount of waste was made there due to improper handling of the warps at the slasher and stated that this waste in some mills amounted to \$300 per month. He discussed the loss due to bobbins being left on the floor and gave figures showing how much money it represented. He also discussed the waste in loom supplies and other details that would result in saving the waste of the weave room.

W. W. Cobb wanted to know what was the proper number of yards for a slasher blanket, and Mr. Frank said six yards.

Quite a number of men gave their loom supplies which averaged approximately the same as those of Mr. Burnham. After the discussion was closed, a resolution was offered to the Spartanburg Textile Club for their co-operation. J. A. Chapman, Jr., called attention to the Blowing Rock meeting, June 13 and 14, and asked for a large attendance.

Resolutions

(Continued from Page 34)

Resolved further, That a copy of this resolution be transmitted to the United States Department of Labor, to the National Industrial Conference Board, and to such other sources of statistical information as bear upon this subject, with the request that they collect and publish wage comparisons in conformity therewith.

Resolved further, That every member of this association be urged to furnish the fullest information and facilities to properly accredited representatives of official statistical organizations as will enable them to ascertain the true facts in this matter.

Resolved further, That every member of this association be urged to take the necessary steps to acquaint the public in his locality with the true situation and also to thoroughly explain and emphasize these advantages to his own associates and operatives.

Textile Students Loan Fund, Inc.

Whereas, The Textile Students Loan Fund, Inc., has been chartered under the laws of North Carolina for the purpose of aiding needy and worthy young men throughout the South to secure an education, the incorporators being S. F. Patterson, A. J. Draper and David Clark, of North Carolina; H. E. Fitzgerald, of Virginia; L. D. Tyson, of Tennessee; P. E. Glenn, of Georgia; J. C. Saunders, of Texas; J. W. Sanders, of Mississippi; Donald Comer and Scott Roberts, of Alabama, and Alex Long and James P. Gossett, of South Carolina, and

Whereas, Deeming this cause highly meritorious and the plan worthy of the endorsement of Southern manufacturers generally; therefore be it

Resolved, That the work of the Textile Students Loan Fund, Inc., be commended to the members of this association for their hearty support.

Co-operative and Orderly Marketing of Cotton a Stabilizing Influence on the Dry Goods Market.

Whereas, The old method of marketing cotton has permitted an undue pressure on the market at the beginning of the season and has encouraged speculation at various stages later in the season, and

Whereas, Such conditions tend towards violent fluctuations in prices of the staple with attendant hesitation and uncertainty in the dry goods market, and

Whereas, these evils both in the cotton market and the cotton goods market can only be corrected by an orderly and uniform distribution of the cotton crop; therefore be it

Resolved, That the co-operative handling and marketing of cotton by its producers can best bring about these results.

Resolved further, That the American Cotton Manufacturers' Association, in convention assembled, this the 28th day of May, 1924, endorses this co-operative idea of marketing as above outlined, to the end that an adequate and uniform supply of cotton may be secured for the manufacturer and at as high a price for the producer as the natural and unrestricted law of supply and demand will permit.

Tariff Bulletin No. 12.

Whereas, Curtailment, importations and the tariff are matters of paramount concern to the cotton manufacturing industry at this time, and

Whereas, Stuart W. Cramer, chairman of our National Committee, has presented the situation and the conditions entering into it in an address which is embodied in Tariff Bulletin No. 12, therefore be it

Resolved, That the thanks of the American Cotton Manufacturers' Association are hereby tendered to Mr. Cramer for his exposition of the case, and

Resolved further, That the American Cotton Manufacturers' Association, in convention assembled, this the 28th day of May, 1924, accepts and endorses Tariff Bulletin No. 12, and

Our job is to save money for manufacturers

That, briefly stated, is the goal we set for ourselves on every commission we undertake. Lockwood-Greene service means a constant search for ways and means of saving a client money. Whether it is a saving in construction costs, or an improvement in operating efficiency, a Lockwood-Greene engineer takes pride in economy.

Recently we were able to effect a saving for a client by the installation of a piece of labor-saving machinery. The machinery paid for itself in one year. After that, the saving was clear profit.

We were not commissioned to find that particular flaw in this client's efficiency. It was merely incidental to our service.

A Lockwood-Greene engineer starts a job with a definite determination to find opportunities for improvement—improvements that will make money for the client. In this he is backed by the years of Lockwood-Greene's experience in many phases of industrial engineering.

We may be able to save **you** money—whether it is in the selection of a site for a new mill, the remodeling of an old mill or the re-arrangement of machinery. Lockwood-Greene service includes counsel on every problem of textile engineering or management.

Ask to have a Lockwood-Greene representative call on you. A copy of "Building with Foresight" will be sent on request. It is a booklet illustrating what Lockwood, Greene & Co. have accomplished for others.



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Compagnie Lockwood Greene, Paris, France

Report of Secretary Adams

(Continued from Page 28)

upon what the public will pay for goods, your association has our best wishes in maintaining the price of cotton to the very top of the market."

It is gratifying to report that substantial progress has been achieved in the very large and important work your association has had under way for several years past, the aim and object of which has been to inform the public as to the true facts touching our Southern industry. It has been the task of your secretary, with your National Committee, to keep thoroughly in touch with this situation at all times and whenever and wherever misrepresentations have occurred, they have been promptly corrected; numerous articles have been prepared dealing with pertinent phases of our industry which have been widely published in the North and East as well as in the South, so much so that today a remarkable change is beginning to be noted in public opinion regarding distinctive features of our Southern development. Whereas, formerly there were many and gross misrepresentations, today they are few and far removed; whereas formerly comments favorable to the Southern industry were seldom heard, or seen in the press, today they are numerous and many of them highly commendatory. Even the fact itself of such remarkable reversal of public sentiment has been the topic of comment. This gratifying showing has been largely due to the first-hand information derived by newspaper and magazine writers, among the most influential in the country, who, by invitation, have themselves visited our mill centers; to authorities who, having heard much, journeyed South with the view of finding out for themselves the real facts and to reports of leading manufacturers and even government officials who have seen with their own eyes just what is being done in Southern mill communities. It is a source of gratification to your committee to note these visible evidences of practical results attending the work it has in hand which means so much to our industry.

That the task is not yet finished is evidenced by the fact that some erroneous ideas still prevail, notably with reference to the equivalents of compensation which Southern mill employees universally receive and which operatives in other sections do not generally enjoy. In this connection permit me to invite your particular attention to that resolution which will be presented to you today by our Resolutions Committee, addressed to the Department of Labor requesting that an investigation be made of the so-called "wage equivalents" in cotton mills, not simply North and South alone, but in different sections of the country. Such action is being recommended because there has developed a real and radical difference of opinion—and in such an unexpected quarter—on the subject which is a matter of extreme concern to the members

of this association, all of whom are entitled to a credit for wage equivalents when considering the pay of their operatives, either in the nature of wage comparisons or of costs of production.

As indicating that this is not a trifling difference of opinion I shall quote from the official report of Dr. H. C. Meserve, secretary of the National Association of Cotton Manufacturers, read at the recent convention of that organization in Boston. Says Dr. Meserve:

"Wages, North and South: There has been much discussion of late in the public press and in statistical organizations concerning wages North and South in the cotton industry. This is the only basic industry which makes such a division of wages. Were it not for the fact—and I emphasize the word 'fact'—that the wages in the North are distinctly higher than in the South, this comparison probably would not be made. In the consideration of wages paid in any industry, the amount of money in the pay envelope is the absolutely determining factor. Whatever other favorable working or living conditions may accompany the wage are simply additional inducements for the employee to seek the field of labor which most appeals to him. Every employer in every industry in all parts of the country has to meet competition for labor and each employer meets it on the basis of his 'money in the pay envelope' while labor, as I have suggested, considers this and any other factor that may enter into the equation, from his point of view."

Whether Dr. Meserve is fearfully inexact or illy informed is immaterial, but I think that it is a problem that some impartial agency should pass on. I can understand the genial Doctor, with his heart overflowing with loyalty to his organization and its members, stating that the number of American citizens in New England mills is comparable with mill populations anywhere in the country, for that may be considered poetic license; this other matter of wage equivalents, however, is one of serious economic importance and must be treated as such.

Again, your secretary could hardly afford to notice any of the partisan exaggerations of Thomas F. McMahon, for they are well known to all of you; but in order to keep the record straight it is necessary to flatly contradict one of his assertions recently made in answer to a letter written by Dr. Max B. Wells, under the title of "Another Languishing Industry." McMahon makes the following statement:

"I would only remind Dr. Wells that the great percentage of superintendents and engineers as well as overseers now directing the manufacturers of cotton mills in the South are by birth and training products of those States north of the supposed Mason and Dixon line, with a very large number emanating from New England."

Of course all of you know that statement to be utterly false and furthermore I frankly believe that

McMahon knew it to be untrue, as well as most of the other statements contained in that same article.

All of which demonstrates that there is real need for the continuing attention of your secretary and your National Committee to this important matter, which while it requires constant and vigilant treatment, is a service that in the judgment of your officers is distinctly worth while and will be continued.

It is a pleasure to report that the cordial relations and close contacts that have heretofore obtained between our national organization and our various affiliated bodies, notably our State Associations, have been further augmented. Officers of our State Associations during the past year have called upon our central office for counsel and co-operation in a number of important problems, notably on State tax matters, etc., and this assistance has been promptly and gladly rendered. It has been the constant aim and purpose of our association to co-operate with and in every possible way strengthen the hands of our affiliated bodies and the result of this joint service has not only been pleasant but mutually helpful to all concerned. Your secretary has attended a number of State Association meetings and wherever he has gone, his reception has been most cordial, with flattering reference to the co-operative work our association is doing.

Your time, gentlemen, is limited and I shall close. During the past year we have added 440,752 spindles to our active membership, which today embraces more than 90 per cent of all those in the South, stretching from Maryland to Mexico, an expanse of territory not approached by any other textile organization in any country on the face of the globe. The work of your association is moving gratifyingly forward in line with the purpose for which it was formed and the future is big with promise for increased usefulness.

European Cotton Goods Replacing American in Argentina

There has been little or no business in American cotton textiles in the Argentine market, the European manufactures replacing American products because of lower prices. According to recent import statistics the countries supplying the demand at the present time, are: Italy, Germany, Great Britain, Belgium, United States, France and Brazil, with fair quantities from other sources. In February the imports of cotton goods into the port of Buenos Aires from Italy were 6,032 packages (bales and cases), as against imports from the United States of 769. In 1921 and 1922 the American grey goods business was very large, and practically forced out British cloths. Higher prices ruling on American goods have caused merchants to order from Japan, but deliveries from that country have been unsatisfactory. Although the element of price is an important factor in the Argentine market, some merchants forecast that a great deal of this business should be recovered.

Safety

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And no safety guard ever provided better protection to a machine than the cleaner

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Pres., Treas. & Genl. Mgr.

NICHOLS MFG. COMPANY
Asheville, N. C., U. S. A.

Report of National Committee

(By Stuart W. Cramer, Chairman.)

IN order to co-ordinate the national activities of this association through its representation in both the National Council of American Cotton Manufacturers and the National Industrial Conference Board, and thereby eliminate possible complications in considering and dealing with problems of national scope and importance, President Beattie requested me, as chairman of your National Committee, to serve as one of the two representatives of this association on the National Industrial Conference Board.

The only matter before the Conference Board to which I would especially direct your attention is in connection with its monthly and semi-annual published wage comparisons. For some unknown reason, in the textile industry only, wage comparisons have previously been issued by the National Industrial Conference Board, not as an average of the United States as in other industries, but listed as Northern and Southern wages. Some time ago we succeeded in getting a footnote published in the regular printed publications of the Conference Board calling attention to certain Southern "wage equivalents" that should be taken into account when making such comparisons; but when we endeavored to have this footnote appended to the monthly wage comparisons, objection was raised by one of the textile members of the board, who naively explained that wage comparisons did not properly include wage equivalents, which were rather matters of cost accounting—a far too transparent quibble to appeal to the sense of justice and fair play of Robert Amory, president of the National Association of Cotton Manufacturers, who joined me in asking for wage comparisons correctly reflecting the actual facts of the case. A. F. Bemis moved that a committee be appointed to report on the correct method of comparison, to consist of representatives of the American and the National Associations in the National Industrial Conference Board. At our next annual meeting, we expect to report a satisfactory disposition of this controversy.

Village expense, including practically free house rent and cheap public utilities, furnished universally by Southern mills, are too heavy items of expense to be overlooked, and these and other wage equivalents are stressed and kept in front by your committee in all sectional or industrial discussions. The public is gradually learning that the mill villages of Southern mills constitute approximately one-third of their total investment, from which not even maintenance and upkeep are derived, let alone a return on the investment.

2. The publicity work of the association is difficult and exacting owing to the desirability of keeping the record straight without either appearance or reality of propaganda. Many newspaper men, officials from other States, and visitors must be

shown around among the mills, going into questions frankly and in great detail, compiling and furnishing data of all kinds on request, and the like. The South can well be proud of its textile industry both as an economic and a moral force for betterment but time and attention must be given to investigators and other visitors who want to be shown. Many come prejudiced who want to prove preconceived theories and opinions, but many are sincere and open-minded, who can and will think fairly and justly; for obvious reasons both types of visitors must be courteously received and given an opportunity to see things as they are.

3. Your National Committee still retains James Craig Peacock as its Washington counsel, jointly with the National Association of Cotton Manufacturers. Mr. Peacock keeps your National Committee informed on any matters pending in Washington that would especially concern the cotton textile industry, and also has secured such information as the committee deemed desirable in connection with its work.

I herewith quote from Mr. Peacock's annual report concerning the present attitude of the Bureau of Internal Revenue on such tax matters as will probably interest you:

"With respect to inventories there has been during the past year no development of importance. Cotton mill executives both North and South seem to have more or less acquiesced in the Treasury Department regulations which require stock in process to be inventoried at its full nominal cost or market value.

"With respect to current depreciation rates there has been a tendency on the part of the Bureau of Internal Revenue to allow slightly lower rates in returns for the high tax years that are now being audited than were allowed in the returns of other tax payers for the same years which happened to have been reached and audited several years ago. In particular the bureau during the past year or so has most consistently adhered to its present policy of not allowing more than 50 per cent additional depreciation on machinery, with no additional depreciation on buildings, in cases where the mills were operated double shift. A slightly more favorable attitude has, however, been exhibited during the past year with respect to accelerated depreciation which resulted from the abnormal conditions during the war years, and in quite a few cases an extra 1 per cent on machinery has been allowed in recognition of this condition even where there was no over-time operation.

"With respect to the bureau's practice of reducing invested capital by setting up alleged insufficient back depreciation on the basis of more theoretical formulas or computations, I am glad to be able to report slightly more favorable developments. Many of your members

have had the unhappy experience of having both the field agents and the auditors in Washington persist in thus reducing their invested capital in the direct face of both regulations of the Treasury Department and rulings of the Commissioner of Internal Revenue (notably Memorandum 106, a copy of which was sent to your members in circular letter of April 14, 1921, signed by you as president of the National Council of American Cotton Manufacturers, which expressly provided that such a reduction in invested capital can be made only upon the basis of explicit and convincing evidence and that calculations based upon a theoretical formula are not such evidence. During the past few months, the Committee on Appeals and Review, which is the highest appellate body in the Bureau of Internal Revenue, has in several different cotton mill cases reversed the action of the income tax unit and held that in the absence of real evidence, no increase could be made in the depreciation reserve over the amount which had been set up by the tax payer on its books at January 1, 1917.

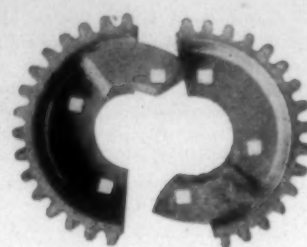
"One other point that should perhaps be brought to the attention of all mill executives is that the time within which claims for refund of taxes paid for 1917 and 1918, the two peak years of highest tax returns, is about to expire in those cases in which it has not already expired. The statutes of limitations are very complicated and technical and it is impossible in a report of this nature to set them forth in complete detail. In a general way, however, it may be said that claims for 1910 can be filed up to June 15, 1924. The statute of limitations for 1917 has already expired, but in those cases in which a waiver was filed by the taxpayer on or before April 2, 1923, a claim for refund may still be filed up until April 1, 1925. It should be added that in the case of additional assessments claims for refunds of the amounts so paid may also be filed at any time within the years after the payment."

The National Committee was represented at the Child Labor hearing in Washington while the Constitutional Amendment measure was pending. Its passage was a foregone conclusion and I suppose no surprise to any of you. The extreme radicalism of the 18-year age limit is perhaps its own antidote, for many States will be slow to give the Federal Government power to turn 16 and 18 years old youths into vagrants. Your Resolutions Committee has a resolution on this subject for your consideration.

5. In furtherance of co-operative relationship and mutual understanding between our own and other associations interested directly and indirectly in the cotton textile industry, the chairman of your National Committee addressed the Southern Wholesale Dry Goods Association at its annual convention in Charlotte on May 6; also, the Associated Knit Underwear Manufacturers of America at their annual convention in Atlantic City on May 23.

6. At the request of President

(Continued on Page 50)



**THIS 2-PIECE GEAR
CAN BE APPLIED
IN THIRTY MINUTES**

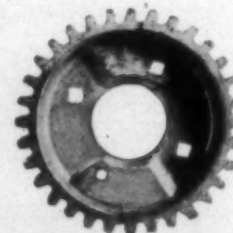
to any loom to replace a broken crank shaft gear. Saves material and time and also increases production.

Not a temporary makeshift but a permanent satisfactory repair part.

Write for sample.

Dan Gear Co.

Caroleen, N. C.

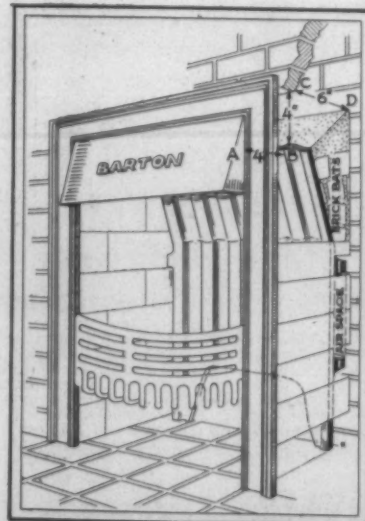


**A Smokeless Grate
Will "Stop It"**

**A
N
D**

**Metal Fire Backs
Will "Stay Put"**

Use these in New Work and "Head off" Annoyance and expensive repairs.



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Specialties
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Charlotte, N. C.

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(Continued from Page 31)

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 Vermely, N. H., National Aniline & Chem. Co., New York City.
 Walker, Thos. P., Franklin D'Olier & Co., Philadelphia, Pa.
 Wall, Henry C., Roberdel Mfg. Co., Rockingham, N. C.
 Walton, Frank L., Hesslein & Co., New York City.
 Ward, W. L., Leward Cotton Mills, Asheboro, N. C.
 Warne, J. B., New York City.
 Warren, C. H., Draper Corp., Atlanta, Ga.
 Warren, W. H., Phillips Wire Co., Pawtucket, R. I.
 Watkins, Edgar, Watkins & Osbill, Atlanta, Ga.
 Watts, Ridley, Ridley Watts & Co., New York City.
 Webb, A. S., Chas. J. Webb Sons Co., Philadelphia, Pa.
 Wentworth, Philip C., National Ring Traveler Co., Providence, R. I.
 White, Fred H., Charlotte, N. C.
 White, James, Jr., Princeton Mfg. Co., Athens, Ga.
 White, Jno. R., Corn Products Refining Co., Greenville, S. C.
 White, Robert S., Georgia Mfg. Co., Whitehall, Ga.
 Willard, W. H., National Aniline & Chemical Co., Charlotte, N. C.
 Williams, F. A., Cannon Mills, Inc., New York City.
 Williams, Smith, The Bahnson Co., Winston-Salem, N. C.
 Williamson, Frank, Cannon Mills,

Inc., New York City.
 Williamson, J. Walter, Bellwell Cotton Mills, Wilmington, N. C.
 Wilson, James L., James L. Wilson & Co., Philadelphia, Pa.
 Winget, A. K., Armstrong Group Mills, Gastonia, N. C.
 Woodside, E. F., Woodside Cotton Mills Co., Greenville, S. C.
 Woodside, J. D., Woodside Mills Co., New York City.
 Wright, Geo. M., Watts Mills, Laurens, S. C.
 Wylie, W. H., Crompton & Knowles Loom Works, Worcester, Mass.
 Zones, F. C., New York City.

Death of Mother of Frank North.

It is with deep regret that the many friends of Frank G. North, of Arnold, Hoffman & Co., will learn of the death of his mother, which occurred May 10th at Rockford, Ill.

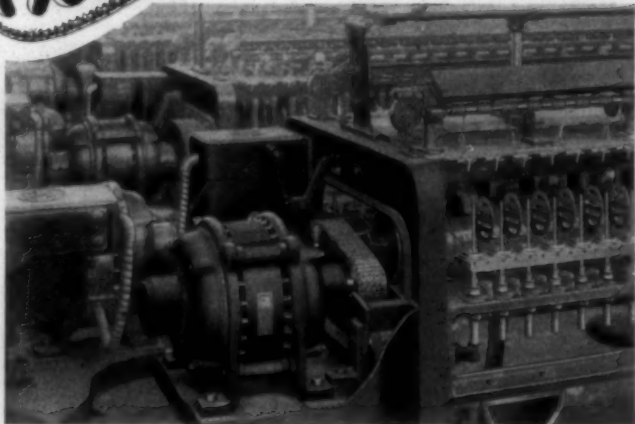
Wanted — A high-grade cloth room overseer to take charge of the cloth room in a mill making high-grade fancies and working full time. Apply D. N. C., care of Textile Bulletin.

Loom Bargain

500 Draper Model E 30" Looms; first-class condition; immediate delivery.

Palmetto Textile Machinery Co.
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MORSE SILENT CHAIN DRIVES



7½ H. P. Morse Silent Chain driving from motor to spinning frames in a Southern mill. Drives 1750 R.P.M. driven 1250 R.P.M.

**Greater efficiency
 with better working conditions**

The cleanliness of Morse Drive operation is of keen interest to mill operators who are doing everything to keep fly and other foreign substances from their product. With Morse Drives there is a much smaller amount of lint on the ceiling, no fly in the air from cleaning belts, no belt dressing flying off, no fly accumulating

around the pulleys, no constant circulation of air from the floor to the ceiling which raises fly and settles it back on the roving to get into the yarn.

Experienced Morse Engineers will gladly sit in with mill executives for the timely and final solution of their transmission problems.

Morse Chain Co., Ithaca, N. Y.

There is a Morse Engineer near you

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Where a — appears opposite a name it indicates that the advertisement does not appear in this issue.

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American Laundry Machinery Co.	Langley, W. H. & Co.
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American Textile Banding Co.	—M—
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Atlantic Dyestuff Co.	Minter Homes Co.
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BRISTOL, RHODE ISLAND



Use Dixon Patent Stirrup Adjusting Saddles, the latest invention in Saddles for Top Rolls of Spinning Machines. Manufacturers of all kinds of Saddles, Stirrups and Levers.

WRITE FOR SAMPLES

The Tariff and Pocketbooks of American Families.

(Continued from Page 26)

"In column 2 of this table is shown the amount paid out in wages out of each dollar that the factory gets for its product.

"In column 3 is shown the tariff tax of the Democratic party in the Underwood law on each dollar's worth of the article imported. This shows that in cotton goods, silks and woollens, the Democratic tariff was twice as high as the payroll in the industry. In other industries the tariff rates run from a little more than the total wage, as in glassware and buttons, to two and a half times more in glucose."

What the Profiteers' Tariff Bill Gives its Beneficiaries, and What It Will Cost the American Consumer.

Articles Taxed	Amount of Annual Cost	Protection to Consumer
Sugar	\$105,000,000	\$210,000,000
Meats and Fish	200,000,000	400,000,000
Woolen Goods	300,000,000	550,000,000
Hosiery and Knit Goods	289,000,000	578,000,000
Corsets	29,000,000	58,000,000
Cotton Manufactures	580,000,000	850,000,000
Silks	274,000,000	548,000,000
Aluminum ware	23,000,000	46,000,000
Copper and Brass ware	352,000,000	700,000,000
Hardware (all kinds)	44,000,000	88,000,000
Stamped and Enamel ware	47,000,000	94,000,000
Window Glass	35,000,000	70,000,000
Cutlery and Edge Tools	43,000,000	86,000,000
Sewing Machines and Parts	10,000,000	30,000,000
Children's Toys and Games	12,000,000	24,000,000
	\$2,343,000,000	\$4,332,000,000

A comparison of the "two kinds of tariffs" referred to is amusing when analyzed and coupled with the table in which it is stated that the amount of protection on cotton manufactures alone (under the present law) is \$580,000,000 with an annual cost to the consumer of \$850,000,000.

In the first place, the figures given which I question are based on the assumption that tariff rates are always added and included in American prices—which, as you know, is not true. If it were true, you could reduce the prices on your products by those amounts if the tariff rates were removed. But that hardly requires proof, as it was admitted by Mr. Underwood in a controversy with Mr. Hill during the depression of 1911, when explaining his bill which was vetoed by President Taft. See quotation from Congressional Record of July 28, 1911:

"The House being in committee of the whole House on the state of the Union and having under consideration the bill (H. R. 18712) to reduce the duties on manufactures of cotton—

"Mr. Underwood said:

"Mr. Chairman: The Ways and Means Committee, in presenting this bill to the House, reduces the duties on cotton goods covered by Schedule I of the Payne Tariff Act from 48.12 per cent to 27.06 per cent. This does not include all the cotton goods that come in at the custom-house, as shown by the Treasury statistics.

"Mr. Cooper: Mr. Chairman, I understand the language of the gentleman from Alabama to be that this bill is upon a 'strictly' revenue basis. That was the word he used—'strictly.' Is that correct?

"Mr. Underwood: Well, if I used the word 'strictly,' I will not confine myself to that definition. I say that I believe the rates in this bill are purely revenue rates.

"Mr. Hinds: Therefore, does the gentleman say also that it leaves out entirely the principle of protection?

"Mr. Underwood: Absolutely, so far as my knowledge is concerned.

"Mr. Hill: Mr. Chairman, I was very much interested in the question which the gentleman from Alabama asked the gentleman from Pennsylvania [Mr. Moore] as to the effect of the tariff on the increased cost of products. I would like to ask if the committee expect the reduction in the price of cotton goods will be gauged by the reduction of rates of duty in this bill?

"Mr. Underwood: Certainly not in this low-priced class of goods, or goods that are being forced on the market at panic prices today. Our purpose in offering this bill is this: I know there is a great reduction in the cotton goods today, due to panic conditions, but when we return to normal times you cannot use the enormous tariff tax that you have today to exact unjust and enormous profits from the American people as you have been doing for years."

However, admitting for the sake of argument that it is true we have the spectacle of a Democratic manual claiming that the Underwood tariff law contained rates on cotton goods of twice the labor cost; and worse still, that it extended protection to the extent of \$380,000,000 on cotton goods alone and that it cost the consumer \$550,000,000! The figures can easily be checked for it is maintained that the Underwood tariff levied 34 cents on each dollar imported, that the wage per dollar of product was 16½ cents; and that the Fordney tariff levied 51 cents on each dollar imported; dividing the \$580,000,000 and the \$850,000,000 by 51 and multiplying by 34 reduces the alleged Republican steal of \$580,000,000 to the Democratic petty larceny of \$380,000,000. As a revenue measure, yielding the government such a trifling share of this great sum, the Underwood bill would be shocking, indeed!

All of which is nonsense, pure and simple; neither bill produces nor permits any such results. Miles' figures evidently are the mere juggling of alleged wage per dollar of product of the average of all cotton textiles with alleged Underwood and Fordney tariff rates on actual importations only.

Is There Depression and Curtailment, or Profiteering, as Alleged, in the Cotton Textile Industry?

Of course, you all know of the depression existing in the textile business today; that goods are being forced on the market at the panic prices referred to by Mr. Underwood, and that your mills are curtailing from want of orders and are accepting less than cost of replacement in most cases; but, apparently, this situation is not appreciated by our political friends who make such surprising statements about our

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Cotton
Piece Goods

"The goods have a finer face"

BORNE, SCRYMSER CO.

Established 1874

17 Battery Place, NEW YORK

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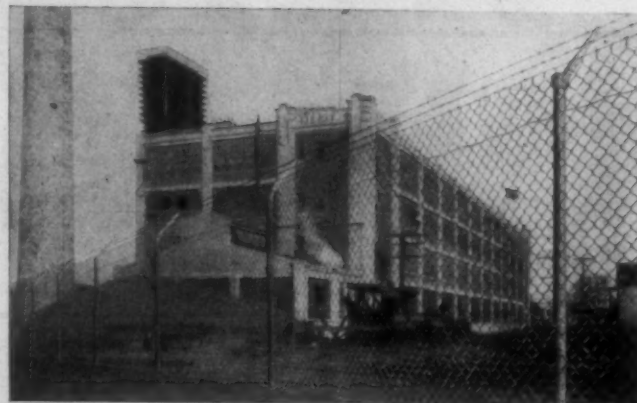
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High Protective Chain Link Fence with barbed wire topping.

Galvanized Throughout to Resist Rust

All parts of every Anchor Post Chain Link Fence (fabric, posts, anchors, etc.), are heavily galvanized throughout to resist rust. This thorough galvanizing means many additional years of useful service—

and, consequently, a larger saving for the purchaser. Phone or write our nearest representative for complete information on this and other advantageous Anchor Post features.

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CHARLOTTE, N. C.: R. M. Lane, P. O. Box 1375; GREENVILLE, S. C.: H. H. Orr, 315 Palmetto Bldg.; SAVANNAH, GA.: C. M. MacLean Co., 20 East Bay St.; ATLANTA, GA.: Beaulieu & Applewhite, Citizens Southern National Bank Bldg.; BIRMINGHAM, ALA.: C. S. Caldwell, 2011 Third Ave.

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specially for
Textile Machines

It permits you to pay the weaver by the pick—to increase your production—to know momentarily exact output per machine.

Made to stand vibration and continual operations.

Why not permit us to send one to you to try out.



THE ROOT CO.
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SOUTHERN OFFICE
147 S. CHURCH ST. CHARLOTTE, N.C.

Have You Seen The Double Pick
Counter By Root?

fence it with PAGE because



Reservoir of Rowan Cotton Mills, Salisbury, N. C., surrounded by a 7 ft. Page Fence of ARMCO Ingot Iron

the uniform, super-heavy zinc coat on Page Square mesh fabric is approximately 4 times as thick as that on ordinary wire, assuring property protection at its lowest cost per year.

Fence this year. Ask us for plans and estimates. We carry stocks of Page Fence Products, our skilled erecting crews insure correct installation. Write



GENERAL EQUIPMENT COMPANY

Charlotte, N. C.

profiteering. Therefore, I quote from an editorial in the May 5, 1924, issue of The Charlotte Observer (Democratic) as follows:

"The Mill Situation.

"The stalemate seems to continue in cotton mill circles. The report of the past week by The Textile World indicates the holding of a quiet and unsatisfactory situation in practically all classes of cotton goods. Mill curtailment is on the increase, being forced by buyers refusal to operate ahead of normal periods despite the attractive prices quoted in nearly all sections of the market. These prices, in many cases, are below production costs.

"Prices have not changed materially during the last ten days on unfinished goods; the market continues quiet. National gingham week was celebrated this week throughout the country, many retailers making special displays and special sales efforts on this merchandise, which has been one of the weakest spots in the market."

In The Charlotte News (Democratic), May 6, 1924, appears a Washington dispatch as follows:

"Probe of Slump in Textile Industry Urged by Walsh.

Washington, May 6.—Investigation of the "prolonged depression" in the American cotton textile industry would be made by the Tariff Commission under a resolution offered by Senator Walsh, Democrat, of Massachusetts.

"Asserting that the depressed condition in the industry is of 'exceptional magnitude' and has caused a reduction in production of from 40 to 60 per cent, with consequent 'want and distress in the communities' in which mills are located, the reduction sets forth ten specific phases upon which a report was sought. They included:

"Is the present depression in the cotton manufacturing industry confined to the United States or is it world wide?

"To what extent and for how long a period has the present depression in the cotton manufacturing industry of this country been apparent?

"Would changes in the present tariff rates on cotton cloths be of material assistance in stimulating production and restoring prosperity to this industry?"

From The New York Commercial of May 5, 1924:

"With nearly a third of the textile mills of New England running on 30 per cent to 40 per cent schedules, many mills in the fine goods division of the industry closed down and with no prospect of conditions improving while foreign competition is permitted to go unchecked under the inadequate tariff rates now in force, the cry of New England is for immediate tariff relief."

The Daily News Record of New York on the same day carries a front page, one-column article entitled "Big Reduction in Fall River Cloth Output—Survey Shows Curtailment Is at Rate of 700,000,000 Yards Per Year—Only 1,204,495 Spindles Operating in Print Cloth and Fine Goods Division—Curtailment on Basis of 3,591,000 Spindles, According to Reliable Statistics."

In The Daily News Record of May 2, 1924, appear two articles, one captioned "Eighteen Bay State Cotton Mills Pass or Reduce Dividends."

"* * * In the mills voted are 1,875,628 spindles or a little more than 15 per cent of the total spindleage of Massachusetts."

And the other, "Eleven Rhode Island Cotton Mills Are Now Closed Indefinitely."

In The Daily News Record of May 6, 1924, appears "Southern Curtailment News."

"The following communications from Southern mills were received in the New York cotton market yesterday:

"Eno Cotton Mills, Hillsboro, N. C.—Mills working 42 per cent of normal. April consumption 60 per cent of March consumption. There is no improvement in the demand for goods, and mills are curtailing extensively in this section.

"Cheraw Cotton Mills, Cheraw, S. C.—Consumption in our mills during April about the same as in March. Demand for yarns, such as we spin, has almost ceased entirely. Demand for cotton goods is not improving, but shows further decline. Curtailment increasing strong.

"Baldwin Cotton Mills of Chester, S. C., are running their plant 75 per cent of capacity.

"Brandon Mills, Greenville, S. C.—Consumption of cotton in our mills was about 25 per cent less in April than in March. There is no demand at all for cotton goods. Most mills are curtailing in this section, and I think all of them will be in the next few weeks.

"Mills Mills, Greenville, S. C.—Less cotton used in April than in March. No improvement in demand for goods. Many of the mills are curtailing.

"Charlotte, N. C. May 5.—Reports received here today from Marion, N. C. state that the Clinchfield Manufacturing Company there is shutting down all operations for an indefinite period. The Clinchfield plant makes print cloths and is listed as having 1,6000 broad looms.

The New York Journal of Commerce, May 11, 1924, carries the following:

"Textile Mills Check Output."

"New York, May 10.—The Most impressive feature in the cotton goods industry at the moment is the increasing curtailment of production. In March it was computed that but 82 per cent of the spindle capacity was occupied, comparing with 109 per cent of capacity at one period last year, when many mills were running day and night. Since March, it is believed that curtailment has increased so that barely 70 per cent spindle capacity is now employed.

"The demand for goods continues very light despite quoted prices that show a loss from 5 cents to 6 cents per pound on replacement will costs for unfinished cloths. Retailers and jobbers are ordering goods in small lots for early shipment and are not making forward commitments at this time. Because of the increasing curtailment prices have held a little steadier on the low levels this week. But many prices are now back to the lowest levels reached, notably

on many of the colored cottons, bleached goods and many of the gray cloths.

In The New York Commercial of May 2, 1924, appears the following: "New England Textile Workers Join Mills in Demand for a Tariff to Keep Plants Going—Some Fine Goods Mills Now Selling Below the Cost of Production—Total Shutdown Feared—New Bedford Workers Ask Tariff Commission to Act."

But what is the use; you all know that there is extensive curtailment going on from now probably 20 per cent to complete shutdown; some few with long-time orders ahead or no specialties are running full, but that is the exception.

The extent of curtailment and the fact, beyond question, that many mills are selling at prices below the cost of production replacement, coupled with Mr. Underwood's general statement on page 15 prove conclusively that there is no profiteering in the cotton textile industry and that taking all the tariff off would not reduce domestic prices but would merely shut down American mills and transfer the business to foreigners.

What Are the Importers Doing?

The New York Commercial of May 6, 1924, tells quite plainly what the importers are doing:

"Watch Carefully High Tariff Plea. Developments in Cotton Goods Situation May Establish Important Precedent."

"Import circles generally are watching with great care the plea that is being so aggressively advanced by cotton goods manufacturers for a higher tariff duty on cotton goods imports.

"While the arguments for an advance rate are not accepted as justifying action under the flexible provisions, it is fully realized that the New England manufacturers are able to exert strong influence with the present administration.

"It is further realized that action in this situation may create precedents under the flexible provisions of the tariff law of far reaching importance.

No steps have yet been taken by recognized leaders in the cotton goods import field to combat that claim of the New England mill men. This does not mean, however, that they are being passed unnoticed. Indications are that when the time arrives importers will challenge the statements made regarding foreign competition in an attempt to show that the conditions complained of are not wholly due, if at all, to present tariff rates.

"Frederic B. Shipley, one of the foremost cotton goods importers in the United States, who is also president of the National Council of American Importers and Traders, Inc., is at present abroad. He is expected to return here on or about May 10."

Mr. Shipley is very much interested, as "one of the foremost cotton goods importers," Mr. Miles, of the "Fair Tariff League, a protectionist organization consisting large-

ly of Republicans," is also very much interested—why?

Are There Really Increased Importations in Cotton Textiles, and of What Kinds and Styles?

This question is best answered by the United States Department of Commerce, from whose official bulletin I offer the following table, which explains itself:

The table presented by the speaker showed the enormous increase in the imports of cotton cloth in this country for the past thirty years or more. Imports of unbleached goods in 1889 were 1,572,224 square yards and in 1923 were 95,186,110 square yards. Imports of unbleached goods in 1911 were 14,412,700 square yards, in 1920 were 23,923,795 square yards, and in 1923 14,888,305 square yards. Imports of colored, printed, dyed and woven figured goods in 1892 were 32,407,238 square yards and in 1923 were 108,935,883 square yards. Total imports of cotton cloths in 1880 were 25,230,189 square yards, valued at \$3,267,940, and in 1923 were 219,010,397 square yards, valued at \$47,188,033.

As to the kinds and classes of importations, fortunately the Department of Commerce has also recently issued a report showing the quantities and values of the different kinds of cotton cloth imported at New York during the month of March, 1924.

Description of Cloth	Sq. Yds.	Dollars
L a w n s, organdies, nainsooks, cambrics, and similar fine goods of average yarn number above 40	539,253	\$118,561
Broadcloths	6,261,566	1,311,783
Sateens woven with not more than seven harnesses	3,608,264	589,982
Sateens woven with eight or more harnesses	69,624	16,235
Voiles, plain or fancy	1,715,269	291,250
Crepes, plain or fancy	400,035	68,710
Ratines	448,690	130,541
Dotted Swisses	244,810	81,856
All Jacquard woven cloths	424,311	112,784
Ginghams	431,792	74,467
Venetians, unbleached	96,801	24,180
Venetians, colored	390,781	118,867
Total	14,631,196	\$1,939,216

The question of finish has recently been raised concerning importations and as will be seen from the accompanying table of Imports for 1923; many of the above kinds of goods have been coming in, not only bleached, dyed and printed, but also unbleached to be finished here in the United States, the future monthly reports of the Department of Commerce will classify and so report them.

Commenting upon those importations, Mr. Pepperell remarks:

"Figures received from finishers indicate that at least 90 per cent of all the broadcloths and fine warp sateens finished and used in this country are coming from England. Also that the volume of these two cloths shows them to be among the largest in point of consumption today. Likewise the large increase in imported voiles has caused serious interference with selling and manufacture of domestic voiles today.

"With reference to the table attached showing classifications of goods as to fineness of yards for the year of 1923 it shows that about 90 per cent of the imported unbleached



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goods were made from yarns numbered from 40 to 100, and half of this percentage coming within a range of 51 to 70. This shows that the fine goods mills of this country are principally and most directly affected; other mills to a lesser and indirect extent.

"In addition to the foregoing there is an abuse of paragraph 906 of the Foriey bill wherein the English are declaring certain goods to be made on circular box looms and are thereby enabled to avoid an additional tax of 5 per cent ad valorem on goods woven with drop boxes. For all practical purposes circular box looms are the same as drop box looms and goods so made should be classified as drop box loom goods in the judgment of the committee.

"Measurement of volume of importations.—In 1923, total cotton piece goods importations equalled 218,000,000 square yards, average weight six yards a pound. Assume average width to be 36 inches and call 60 yards the length of a piece, then, this yardage equals 3,650,000 pieces. Assuming 80 picks to the inch, for count of cloth, 75 per cent, production 48 hours and 160 picks speed of looms it would make two pieces per loom per week. Call a year as 50 weeks, on account of holidays, etc., which would equal 100 pieces per loom per year production. This yardage would therefore take the entire production of 36,500 looms for the year. Assume 50 spindles per loom (these goods average high sley), and it is apparent that nearly 2,000,000 spindles would be necessary. This is almost as many looms and spindles available for weaving as there are in the city of New Bedford.

"Cause of large increase in importations particularly from England: England's foreign trade has fallen off 40 per cent as compared to pre-war period. In competing for this smaller volume of trade their manufacturers have cut their prices and, it is believed here, sold below cost, dumping their goods into this country in an effort to keep some of their people partially employed, even at a loss to themselves. English figures show that in the last three years the mills have lost \$750,000,000 and are still losing at the rate of \$5,000,000 a week. The rate of exchange with the English pound at a greatly depreciated value amounts to the same thing as a cash discount to a purchaser in this country."

Sir Charles Macara, who has long been the recognized foreign authority on cotton textiles and who was president of the International Federation of Master Cotton Spinners, is authority for the above statement as to losses in English mills; the statement was made in an article specially contributed by him, published in the Textile World Journal of February 12, 1924.

Labor Wages Unaffected by Tariff (?)

The above caption appears as a statement in an authorized interview, May 4, 1924, of Senator Oscar Underwood by a reporter of The New York Journal of Commerce.

A similar statement appears on page 7 of the Banister pamphlet—

"Protection has never been reflected in the pay envelope of the working-man." Unsupported statements require nothing more than equally flat and unequivocal contradictions—but, to my mind, this matter is too serious to be treated in such a manner. I realize that it is equally hard to prove the contradiction as the assertion, but I believe that Mr. Underwood himself throws some light on the controversy in his interview referred to, from which I herewith quote as follows:

"* * * Nor is it true that you can not lower the tariff without affecting the price of labor. We are proud of the fact that American laborers obtain higher wages than workers abroad, but it is largely due to their own industrial organizations. It is not the cost of labor that counts so much as it is the efficiency of labor. * * * On the contrary, the problem of transportation costs is one of the great vital questions involved. The question of carrying the raw material to the furnace or the factory is a greater item in the cost of production than even the labor cost."

"* * * Unless labor receives a fair and a living wage, then the whole life of labor must move backward, and the only field in which the wage of labor can be protected and determined, in the last analysis, is the field of competition. That field of competition is determined by the man who applies for employment who is within the continental limits of the United States. * * * I have always believed in restricted immigration and believe in it now."

A most striking contradiction appears in those two paragraphs: Senator Underwood wants to protect American workmen from the labor of foreign workmen, but not from the products of their labor! Is that not a distinction without a difference?

Furthermore, Senator Underwood says that the field of competition to the American laborer from the foreign laborer is determined by the man who applies for employment within the continental limits of the United States, a competition to which Senator Underwood objects; yet, is it not also true that the products of foreign labor are equally competitive with the products of American labor, when admitted and offered for sale within the continental limits of the United States?

Why object to a protective tariff law against the products of labor of the low-priced foreign worker and yet advocate a protective immigration law against the worker himself? Politics certainly makes strange bedfellows!

Is not the truth of the matter that we should protect the American laborer both from the foreign laborer and from the products of his labor?

Senator Underwood contends that the high wages in America are due largely to industrial labor organizations; quite true, but labor organizations in America are not so strong as those in England, so why is the English laborer not better paid than the American? And, why are not the workers in different strong organizations equally well paid?

In the Banister pamphlet, Judge

Cordell Hull is quoted as saying that "in the most highly protected industries—the textiles—labor for 40 years has received the lowest wages." He also speaks of brick-masons, carpenters, etc., as "unprotected labor;" I am quite sure that he spoke then as politician and not as judge. The most protected labor in the world is in the building trades, for buildings can not be built and shipped in, not even from one State to another; cotton goods can be made anywhere—England, Germany, France, Japan, anywhere—and shipped in to any point to exactly the extent that existing tariff laws permit.

Is not competition the answer? In locally protected industries such as the building trades, the local unions can enforce, in America or England, about whatever scales of wages they think they can get away with, to use the vernacular; but, in any industry subject to the competition of the product of other labor, outside or foreign labor, the efforts of the most powerful labor organizations are absolutely limited to the scale of wages of competing labor plus whatever tariff protection or other assistance is available. Any pressure beyond that point, merely shuts down the mill and transfers the work to the foreign competitor.

As to the relative efficiency of labor, in the textile industry it is largely a question of machinery! The English worker is as efficient as our own and of exactly the same Anglo-Saxon stock as that in the South. This is absolutely confirmed by the few English mill operatives who have come to the United States and have been employed in Southern mills.

As to the efficiency of the machinery: in America we have more automatic looms on plain goods than in England, but that condition is gradually changing, as would be expected. On the other hand, they have an advantage over us in mule spinning, which will make a superior yarn from inferior cotton; in America ring spinning is the rule, and in England mule spinning the rule.

As for the item of transportation referred to by Senator Underwood, it no doubt is just as stated in some industries; but I am discussing the cotton textile tariff. As you all know, cotton is shipped to mills in the Carolinas, to mills in New England and to mills in England (through Manchester and Liverpool) at but little difference in freights, and compared to wages, it is almost negligible. In the Banister pamphlet, wages are given as an average of 16¢ cents on the dollar of product; transportation will not amount to one-tenth of that amount.

Important Items Entering Into Cotton Textile Costs.

Cotton textile costs embrace raw materials and supplies, labor and "overhead."

In the item of cotton, I really think England has the advantage. Liverpool freights are about the same as to Southern and New England mill points. Liverpool is the greatest spot cotton market in the

world and has the greatest variety of cotton of all grades and staples and from all countries; furthermore, it is only within trucking distance from most English mills, who buy it just as they need it. Manchester itself is a cotton port of nearly one million bales annually, and it is the center of the English cotton spinning industry. Our situation is exactly the opposite, and we are often loaded up with cotton for many months ahead.

As for labor, there is no question but that American labor is better paid.

As for "overhead:"

(a) English mills have no villages, with free rents and nominal charge for public utilities; nor are they burdened with all the welfare and community work common to American mills. This village item in my own mills amounts to \$4.36 per operative per week—a wage equivalent to be taken very much into account.

(b) In these days of high-priced cotton, working capital is largely borrowed for inventories. In American mills it greatly exceeds that in English mills, due to different local conditions. In England, the rate of interest is much less than in America.

(c) The cost of English mills is far less than of American mills with less depreciation, less upkeep, and less investment upon which to pay dividends.

(d) Owing to the concentration of English mills into a territory less in area than some Southern countries, specialization can be carried to extremes and to advantage.

(e) For the same reason, and because all business is done on the Liverpool and Manchester exchanges, selling costs are almost eliminated in all stages and purchasing costs reduced to a minimum.

(f) American taxes are higher and more varied; new schools, permanent roads and all kinds of public work are going on in America that have no counterpart in older England. Vastly more is expected of mill stockholders and officers toward supporting the many American institutions to which foreigners pay nothing.

All these and more should enter into tariff considerations, yet there are statesmen who "discard the theory of cost of production!"

Competition of the Substitute.

The Banister pamphlet alleges on page 7, that "the tariff is so high that not a yard of ordinary competing cotton or silk goods is imported, but only novelties in design or quality, the finest kinds of cotton goods!" . . .

The classified list of importations issued monthly by the Department of Commerce shows this statement to be very seriously in error.

But, for the sake of argument, suppose it were literally true; few pieces of fancy goods are made exactly alike by different mills in the United States, but no one would say that the sale of one fabric would not lessen the market for others. On the contrary, mills go to a great deal of trouble and ex-

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pense to bring out new things, substitutes for existing things—all of which displace the old ones, a competition of the substitute. There are few imported cotton fabrics indeed that do not directly or indirectly compete with the products of some American mills.

I certainly do not advocate a tariff so prohibitory that no importations at all can come in, but I do advocate tariff rates that will not permit such increasing importations as are now getting in, for it is exceeding what was expected even under the Underwood bill.

Downward Trend in Cost of Living.

The Evening Public Ledger of April 18, 1924, contains an article from which the following is quoted: "Washington, April 18.—The cost of living, especially in food, shows a downward trend.

"Within a single month—February 15 to March 15—the average family expenditure for food bought at retail prices declined 2 per cent. This decrease is the average for all the larger cities. For Philadelphia the drop was 3 per cent, or 1 per cent more than the average.

"In the four years' period between June, 1920, when the post-war inflation had sent prices to their peak, and March, 1924, the decrease in living costs in Philadelphia averaged 41.6 per cent. Food prices dropped 73.5 per cent. Clothing prices fell 132.2 per cent. House furnishings dropped 78.6 per cent. Increases were 41.3 per cent in housing and 31.2 per cent in fuel and lighting.

Mr. Cramer then quoted an interesting tabulation, showing that naturally protected items such as rents and public utilities show an increase, while tariff protected items, such as clothing and food, show decreases.

The lower purchasing power of 61.3 cents on the dollar today is more than made up by the increases in wages since 1914.

Is Not Women's Quarrel With the Costs of Distribution.

In both the Banister and Cliff pamphlets one can not but be surprised at the spread between the manufacturers and retail prices of both the domestic articles with no tariff, and of the imported article, with the tariff. The cost of distribution is frankly the trouble and it is up to the women to study and investigate that before any real substantial reduction in prices can be effected. So long as women demand the variety, the quality, the credit and the service that they are getting in American trade, just so long will the cost of distribution remain high. In the long run, the cost of living is really in their hands and the reforms in the methods and costs of distribution can only be made with their initiation and sanction.

"Seeing Ourselves As Others See Us. Our High Standard of Living the Envy of Europe.

(By Muriel Harris, in The Manchester (Eng.) Guardian Weekly.)

"America strikes the foreigner as being essentially the land of luxury. Everybody seems to have an expen-

sive fur coat; everybody seems to have a motor; everybody seems to have a three-course breakfast; everybody seems to think nothing of staying at an hotel.

"It is only necessary to look at statistics to see how many Americans possess a motor. Motors here are on the same scale as bicycles in Europe a few years ago. Outside any big factory, it is nothing uncommon to see dozens of cheap motors in which the workmen have driven themselves to their work. After a house, an American thinks of getting a motor—sometimes before.

"On the whole the standard of living in America is considerably higher than in Europe. It is very rare, for instance, to see an ill-shod person and this does not mean that shoes are cheap. . . .

"Americans, again, look very well dressed, compared with the standards of Europeans. . . .

"The high wages here (in America) do, of course, tend to equalize material things. It is perpetually as though labor were engaged in munition work during a great war. It has plenty of money to spend, and it is not content with anything less than what it considers the best. Very largely it spends its high wages at once, with the result that it possesses motors—cheap ones—and expensive clothes and furniture—very often on the installment system. If it saves, it is liable to develop into a millionaire in an incredibly short time. Compared with Europe, it is probably infinitely better off, with

the one exception of service; the amenities of habit and custom it has never had, and does not miss. Prices are excessively high, but, then, so are wages." . . .

Imports and Exports as Affecting Our Balance of Trade.

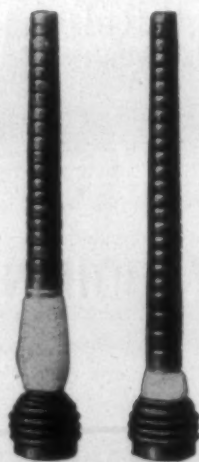
In conclusion, there are many abstruse economic factors germane to tariff considerations; but such a comparatively brief discussion as is possible this afternoon restricts us to only the high lights thrown on the subject from the different angles. Without the slightest intention of garbling Senator Underwood's interesting interview in The New York Journal of Commerce, I can only pick out certain outstanding points that impressed me particularly. Those who desire to read the whole statement will find it in the issue of May 5, 1924, first column, first page; from which I quote as follows:

" . . . Our exports have been diminishing, not because of lack of demand in the European markets, but entirely due to the inability of the people of that continent to find means or methods by which to pay us for our goods.

" . . . We have reached the point where we must continue the cycle of trade by admitting importations of goods into this country from the manufacturers of Europe.

" . . . If we wish to assure future prosperity and plenty for all we must break down the barriers that stop the natural flow of trade and commerce. A creditor nation can not exclude from its borders the

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merchandise of other countries without destroying the foreign market for the product of its own people's labor.

"... I believe in a tariff for revenue only, the kind we enacted in 1913. We arrive at a basis of a tariff for revenue only by adopting the competitive theory."

The Department of Commerce in Trade Information Bulletin No. 215 shows, says Secretary Herbert Hoover, that in 1923—

"We exported \$4,208,000,000 worth of goods and imported \$3,819,000,000 worth of goods. There was thus a balance in our favor on the movement of goods of \$389,000,000. Parallel with this movement of actual commodities were what have been termed in this summary the 'current invisible items,' amounts paid out in foreign countries through our tourists, through remittances of immigrants, through payments of foreign shipping and services of one kind or another, a total of \$1,162,000,000. On the other hand, we received interest on money, owed to us by foreign investors and by foreign Governments, together with payments for the use of our ships by foreigners and expenditures of foreigners in the United States amounting to approximately \$792,000,000. Therefore, on these items of current invisible exchange, we had a net balance against us of \$370,000,000."

"If at this point we deduct the favorable balance which we received on our merchandise business, we find that from items of merchandise and current invisible exchange our favorable balance is reduced to approximately \$19,000,000."

That does seem to be a rather healthy balance sheet under present conditions; except for payments on the principal of foreign governments' debts, which no one expects now, we could hardly expect a better one.

As to the trend of our international trade, as compared to 1922, our exports increased \$341,000,000 and our imports increased \$706,000,000, not a bad showing for both the exporter and the importer, particularly the latter.

What Is Depressing the Textile Industry?

1. There is a world-wide depression in almost all industries, especially in the cotton textile industry and particularly in America and Great Britain.

2. In America, the cotton textile industry has been geared up to a war basis not only adequate to supply domestic needs but more than its normal share of foreign textile trade; it is now in the throes of readjustment and the fiercest competition prevails with not enough business to go around.

3. In England, which must export 80 per cent of its products, the industry was greatly restricted during the war and it has not yet reached 60 per cent of normal operation because of the lack of demand in its regular foreign markets; its returning operatives are clamoring for employment. Despite the fact that the English mill owners lost over a quarter of a billion dollars last year and are now losing at the rate of

\$5,000,000 per month, the English government afforded assistance to the unemployed on a large scale.

4. Hence, despite severe curtailment in America and the manufacturers' willingness to take business at a loss, importations from England have increased. The effect of these importations is to take from American mills just that amount of business and to keep many other American-made goods at prices below the cost of production or to let foreign mills make them also.

5. The increased competition is so disastrous now because of the slack conditions of business; ordinarily, it would be materially felt, but perhaps not intolerably. As to whether it is a case of dumping, or of undue competition due to tariff rates, depends probably upon one's political views; in some classes of fabrics, I think it is a case of dumping; but the fine and fancy goods constituting the bulk of the importations, from the Bolton district, made almost entirely of Egyptian cotton, are probably largely due to inadequate tariff rates because the Bolton district is operating fairly well and not so distressed. The great depression in England is in the Oldham district, using American cotton and competing in foreign markets with the coarser and plainer fabrics that we ourselves export.

Parenthetically, it should be noted that the importation of so many goods made of Egyptian cotton must tend to depress the price of American long staple cotton, for many thousands of bales of American staple cotton are being displaced by an equal amount of Egyptian cotton.

6. Tariff agitation is also responsible, for the Banister pamphlet and like political propaganda certainly are warnings to buyers that lower prices can still be expected if those of its tariff faith triumph in the fall elections, and the buyers strike prevailing receives corresponding impulse.

7. This so-called "buyers' strike" seems to be due to:

(a) Propaganda fostered by importers and politicians that leads consumers to expect lower prices under certain eventualities.

(b) The lack of appreciation on the part of the buying public that cotton textiles are already selling at prices below the cost of replacement.

(c) The lack of realization by the public that the present scale of prices is not likely to be lowered; for the wages of textile operatives, despite their increases, are now lower than those in many other industries and should be raised if anything; also, raw cotton is three times as high as pre-war prices which were outrageously inadequate and did not yield a decent living to the growers and should never prevail again.

(d) The amazing sum of money spent by all classes for automobiles, whether luxuries or necessities as may be in each particular case, certainly restricts buying power to a very large extent, for not only are they bought in large numbers but are bought on credit and installment payments.

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other) women" who are buying silks where cottons were formerly worn, and—if you please—the scantiness of attire of every kind that today characterizes women's fashions.

8. Not least, is the oppressive taxation of all kinds—federal, State, local and otherwise—in short, the cost of government—the most protected of all industries.

Uncertainty and suspense as to what the taxes will be for the current year; and the disconcerting effect of proposed new, untried, experimental and doubtful forms of taxation.

9. Finally, the open and disguised hostility of some legislators towards corporate business—the vast majority of industrial and commercial forms of conducting business.

The remedies are obvious in some cases and obscure in others—what are you going to do about the obvious ones?

Women Of America!

Can we afford to increase our imports at this time?

Can we not afford not to decrease some of our imports? Can we not decrease some of them which bear most heavily on such of our industries as are depressed and curtailing?

Will not our good women devote their best thought to the solution of the problem which is distribution?

And, will they not help keep employment on full time at home by wearing the many lovely and becoming things "Made in America"?

Report of Research and Standardization Committee

(Continued from Page 29)

TWO—Report of Research and Stan I might add that, at the present time, there have been prepared specifications for numbered cotton duck, lightweight (army) duck, tent duck (special constructions for bleaching and dyeing). These specifications have been adopted by the main Specifications Board for use of all Government departments:

In addition to these specifications, your committee is at the present moment co-operating with the Technical Committee on Textiles of the Federal Specifications Board in the formulation of specifications for denim, towels and toweling, sheets and sheeting, waste, wiping cloths and cheesecloth, with additional constructions to be taken up for the formulation of specifications as they are reached. In fact, to our committee will be referred for comment all specifications which touch in any way on all cotton materials.

There has also been submitted to us for comment and criticism a publication on numbered cotton duck which was prepared from the data obtained during the work on cotton duck specifications, and it is also planned to send other publications on cotton materials to our committee for advice and criticism from a commercial standpoint.

In connection with foreign trade, with which the Department of Commerce is so intimately familiar, the bureau is also requesting the co-operation of your committee from the cotton industry in securing in-

formation and data in connection with the program of standardizing commodities and practices between this country and South American countries. This would include classification and packing.

It is the opinion of your committee that the whole work of this standardization program is highly important, and we hope for the co-operation and active suggestions and assistance of all the members.

Report of National Committee

(Continued from Page 41)

Beattie, the chairman of your committee addressed the convention yesterday on "Curtailment, Importations and the Tariff," with a view to bringing about a general discussion of those subjects, all important at this time. In order to bring before the association in the most forceful and explicit manner and to preserve the subject matter in form for convenient future reference, Tariff Bulletin No. 12 was prepared and submitted to you yesterday.

7. The sudden passage by the Senate of the Jones Amendment, imposing a surtax on undivided profits brought quick action from your National Committee, which is also your legislative committee. You received Tax Bulletin No. 11, which was distributed by our secretary on May 12. No doubt you are familiar with its contents, but I beg to point out the advantages of "preparedness" in handling that emergency. The case was explained to the several State cotton manufacturing associations, to the cotton co-operative and other cotton associations, to the Southern Wholesale Dry Goods Association and to all members of our Board of Government within 24 hours, for such action as each deemed fit. The result was a prompt explanation to many Senators and Representatives in Congress as to how the bill would affect the industries of each locality.

In conclusion, while your National Committee can accomplish much with its organization and its active and invaluable secretary, it is only able to function by the co-operation that has been so splendidly and promptly given by you all during the past year.

Barmen Textile Industry Improves.

The conditions in the Barmen textile industry are steadily improving and the outlook for the future is good. Although not all factories are working at full capacity, the demand for labor is increasing and in some cases enough orders are on hand to keep the factories busy for months. The domestic demand is greater than at any time since the war, and the foreign demand is fairly good, although French competition is being felt not only in prices but in terms of payment. This and other foreign competition are keeping exports prices low, resulting in small profits. The principal buyers from abroad are from the British Isles and the Balkans, few orders coming from North and South America, Vice Consul John J. Colonne reports.

Industry and Citizenship

(Continued from Page 14)

river. Yet in many places within this area are glass sand deposits of high grade, cheap coal, cheap oil, natural gas or lignite for producer-gas, wholly undeveloped.

With the reserves of molding sand rapidly diminishing in Ohio and New York, the Missouri and Arkansas deposits and similar sands of the South are offering tempting locations for foundries, in connection with electric welding, which is rapidly coming into favor not only because of its metallurgical merits, but because of the offset to high freight rates and poor car supply.

So great has been the industrial development in the Carolinas that they are rapidly approaching the saturation point in the development of hydro-electric power, and must look to the inter-connected super-power zones of Tennessee, Alabama and Georgia for relief. But industries in these States are also expanding.

All hydro-electric resources therefore, throughout the South, should be safeguarded in their development and distribution against exploitation by any individual or corporation, and should be kept under the Federal Water Power Act, in order that flood control may be had and the conversion of secondary into primary power be assured.

Where cheap power meets cheap transportation near the source of raw material, manufacturing centers are created.

Only one or two of the Southern States make adequate provision for their State Geological Survey. South Carolina maintains no State Survey whatever. Yet the first requisite of approaching industry is county maps, soil or rock surveys and geological data which only such an agency can supply.

North Carolina, Florida, Georgia and Mississippi have recently created industrial bureaus or development boards, whose function is the intelligent development of resources and industry. The work of the several State geological surveys and of these organizations should meet with whole-hearted encouragement and financial assistance.

The extension of good roads and a wide diversity of industries will increase the markets for farm products, reduce taxes and offer substantial insurance against the great economic fluctuations which rock those commonwealths derelict in the development of their own natural resources.

There are certain other problems, however, of national importance affecting all industry. The people are demanding more and more of government and at the same time demanding lower and lower taxes. Let us put the responsibility where it belongs. The people are losing sight of the source from which these funds come. Many States have become commission ridden, when these duties should be performed by State officials. But positions once created are hard to abolish. No mill owner would put his mill into

the hands of a commission not familiar with the industry, whose members attended to their own personal affairs, and who met once a month to look over what the employees had done, and to lay down policies for that mill, at the same time paying to themselves salaries out of all proportion to those paid in other departments. The creation of outside commissions makes for inefficiency and wasteful expenditure. Our experience with multiplicity of boards in the late war should serve as a lesson to us. In many States assessment valuations are so erratic that there a true assessment made on a 50 per cent valuation, the tax rate could be cut in half.

As was so ably said by Governor Hardee of Florida at a recent meeting of the Florida Bankers' Association, "All citizens who want their affairs orderly conducted, must each day take increasing interest in public business and make their voices heard above the jargon of the agitator, the demagogue and the political acrobat. . . . Every good citizen should make himself familiar with public problems and should be interested in the management of public affairs." All private interest, property, and the liberty of the citizen himself, are subservient to the public interest.

The ease with which State and local bond issues could be marketed on account of their tax-exempt features, has encouraged State and local governments to engage in an orgy of borrowing and spending. The added tax burdens made necessary to pay interest and to establish sinking funds, and to maintain the multiplicity of tax-spending agencies, have been borne in large part by the basic industries. On January 1, 1924, there were outstanding wholly tax-exempt securities amounting to \$12,309,000,000. These must ultimately be paid out of taxes, both principal and interest.

The productive use of capital in railroads and industries would bring about lower costs of transportation and of manufactured products. Vast sums of liquid capital have been withdrawn from the nation's investment pool and diverted from normal channels of industrial enterprise to non-productive channels, imposing a constant drain upon the basic industries of the country in the form of increased taxes and prohibitive carrying charges.

Extravagance, including that of government, is one of the greatest curses of the age, and the result of all this taxation is to turn large amounts of capital into tax exempt securities, whose proceeds are frequently spent with reckless abandon for praiseworthy but impracticable objects.

The next issue of national importance is transportation. Many low-grade commodities and basic materials, such as coal, coke, ore, sand and gravel and limestone, moving in carload and trainload lots, and constituting a steady traffic, are bearing a disproportionately high share of the burden of transportation.

The shipper loads. The consignee unloads. The railroad furnishes

A Dangerous Competitor—FIRE

Fire insurance adjustments will recoup your losses, but cannot help you fulfill contracts or replace profits that you didn't make.

Over 70% of the cotton spindles of the United States and Canada are insured in the New England Factory Mutual Insurance Companies. To be able to say that your factory complies with the standards set by these companies, goes a long way in convincing your customers and your bank that you will be able to fulfill your contracts as to delivery dates.

For the purpose of furnishing better service to our present and prospective members, we have located a representative in the South. Write him today for full information.

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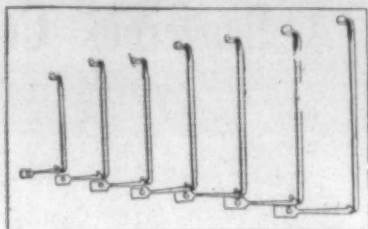
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train, track and crew. The transportation involves no risk to the railroad. Shipments move in open cars of large loading, hauled by engines of increasing capacity. There is a clear distinction between these commodities and class-rate freight moving in small quantities and usually in "LCL" shipments, requiring expedited service, expensive terminals, and added personnel for handling.

The stimulation of the movement of basic raw material, as the result of rate reduction thereon, would lower the cost of manufactured articles and finished products to the consumer, would increase building and construction throughout the country, would lower the cost of railroad supplies and equipment, and would increase the earnings of the carriers, through increased freight tonnage, both actually and potentially.

An illustration of this is the rapidly growing cast iron pipe industry in the district between Chattanooga and Birmingham, where the L. & N. and the Southern railroads gave a low basic rate on raw materials into the Birmingham district and a great return traffic has sprung up in the manufactured articles carrying higher class rates of freight. It is not the opinion of the American Mining Congress, however, that these rate reductions should be accomplished by attacks upon the transportation. The railroads only now are emerging from the period of uncertainty through which they have been forced. To attempt to rectify injustice or to equilibrate inequalities by hit-or-miss legislation of the kind which is now epidemic (whether of morals or finance) is to emulate a quack doctor, who, knowing nothing of diagnosis or personal history, attempts to cure an earache by amputating a thumb. The patient by this time being in excruciating pain, the doctor proceeds to cut his throat, feeling sure that this major operation will accomplish a successful issue. Until the transportation act has had sufficient time to function, hacking at it by piecemeal legislation will only be cutting the throat of the railroads.

As regards interstate motor haulage, the American Mining Congress maintains that freight should be moved over private rights of way maintained by the railroads, rather than over public highways, maintained at public expense. More than 1,400,000,000 tons of freight were hauled over American highways by a million and a half motor trucks in 1923. This constituted 7/15 of the total freight haulage of all the railroads of the United States during the same period.

The third great problem affecting industry is the conservation of hydro-electric power, not only Muscle Shoals, but the great rivers of the Carolinas, Kentucky and Tennessee, and the lesser streams of Florida and Mississippi. This power should be available over the widest area consistent with the latest advances in the economic transmission of power.

The industrial future of the South is dependent upon the efficient use

of its water power resources. If the South is to compete on equal terms in the industrial race, these water powers must be developed and become an integral part of a great interconnected super-power zone reaching over the whole area of these States. Avoidance of centralization in restricted areas can only come about through the transmission of electrical energy over great distances, as is being done in Canada, California and elsewhere.

In conclusion, the fourth essential in national welfare is restricted immigration. It is better to have a supported government continually functioning, and to be at times short of labor, than to have a plentiful supply of labor and have the government and the Supreme Court continually under attack. We have discarded the old idea of the melting pot; we have learned that only those should be admitted whose modes of thought will harmonize with our fundamental institutions. Our principles of self-government have at least worked better than those evolved by any other nation. Choosing the stock from which our future citizens shall come is not an affront to any nation, but it is a necessary scientific selection of those racial characteristics which will best make up a homogeneous people.

But we can not stop here: there is a duty to those who, already admitted, would destroy our institutions. The alien should not be required to register. The anarchist should be deported, now! We should lay down the principle that there is no greater privilege in the world than that of American citizenship. Any man who comes must consider it a special privilege and must bring with him some qualification to justify his admission.

The other day Secretary Hughes announced that certain southeastern European governments seriously objected to selective immigration by the United States, on the ground that "such action would deeply wound the pride of their people and would strongly affect their material welfare." Gentlemen—what of it? Must be add to our asylums and populate our penitentiaries with the slimy scum of southern Europe in order that their pride may not be wounded? And what about our material welfare? Shall we admit their riffraff in order to spare their governments the expense of building a gallows on which to hang them? You say that the feeble-minded, the insane, the criminal, are not admitted under our present laws? I reply that 64 per cent of the inmates of our asylums and our penitentiaries are alien and foreign-born, who are being fed and clothed out of your taxes and mine.

It cost New York State alone over four and one-half million dollars last year to maintain her alien insane, and she is now billing the United States for \$17,000,000 so expended for the care of these hordes who should never have been admitted. Seven and one-half per cent of the total revenue of these United States is used in caring for these degenerates and dependents of foreign stock. In some States, 30 per

cent of the taxes goes for this purpose.

Gentlemen, admission to the United States of America is a privilege and not a right. We can not make a draft horse into a trotter by keeping him in a racing stable, nor a well-bred dog out of a mongrel by teaching him tricks.

We have today over 900 weekly papers, with a paid subscription list exceeding 5,000,000, all advocating "Get all you can and give as little as you can."

The intercepted checks from Russia, to Foster and others, for the purpose of "boring from within" bear evidence in amounts up to \$175,000, as to whether we dwell in a real or a fancied security.

The city of Hamtramck, Mich., with a population of 60,000, which recently forbade the State police to enter, and instructed its judiciary to try cases in the Polish tongue or leave the bench, is not alone. New York is 76 per cent alien. All New England is 60 per cent. Compare this with 7/10 of 1 per cent in North Carolina and 5 per cent for the entire South!

The holding of over 1,000 memorial services for Lenine in these United States; the Herrin massacre, speak a language which can not be misunderstood. On May 12 just passed a political party nominated for President of the United States one of their number and unanimously adopted resolutions of regret at the death of Lenine!

Selective immigration with examination at the point of embarkation is the only solution.

And underlying all this is an economic principle applicable alike to the white collar clerk and the grimy miner; to the captain of industry and the railroad laborer; and that is—"An honest day's work for an honest day's pay."

Problems of Southern Wholesale Dry Goods Merchant

(Continued from Page 18)

\$1,000,000, and some concerns have increased their volume in excess of \$17,000,000 per annum.

The Best Credit Risk.

Fully 97 per cent of this membership are strongly capitalized, and from every credit point are highly desirable accounts to acquire and maintain. I have been very greatly impressed during my connection with these men in studying their private, as well as business character and I feel quite confident that there is not a single group in any industry that is their superior in those essentials necessary for the high standards of business and good citizenship. I deem it most unfortunate that the splendid men who compose the membership of the American Cotton Manufacturers' Association have not come in more intimate and personal contact with the splendid qualities of these men, who are distributors of a great portion of your manufacturing industry.

The Best Distributor.

Before discussing the problems of the Southern wholesaler, I wish to

emphasize that the wholesaler is not only the safest form of distribution for textile products but is altogether the most economical form of securing a distribution from the manufacturer to the retailer.

About eleven years ago, there was considerable talk in the general and trade press concerning the passing of the wholesaler. It is indeed refreshing that economic knowledge is becoming so widespread in these days and times that only a few Congressmen and amateur economic writers furnish such a discussion. The leading daily papers, as well as the accepted leaders of the trade press, fully recognize the great gains made by the wholesaler in distributing merchandise, as well as in selling merchandise to the best advantage to retailer and consumer. Certainly, since 1914, the wholesaler has been in position to quote and to sell the bulk of every line of merchandise at the time needed by the retailer, at or below primary market quotations; but, of course, there have been some few lines that necessarily follow the market. The wholesaler always follows the market downward, but is reluctant (and may I say that it is to his disadvantage?) to follow the market upward.

Changed Distribution.

Several years ago the large cities controlled the distribution of merchandise. Today nearly every State, as well as practically every large city, has a sufficiently well capitalized wholesale concern to supply the trade within a given zone.

The territory of the wholesaler is being more and more restricted. The markets of Huntington and Charleston, W. Va., command a volume of over \$5,000,000 each, without traveling territory outside of their State, while the market of Dallas, Texas, will greatly exceed \$30,000,000 within the natural limitations of its zone. I could cite instance after instance of increased volume with restricted territory. In these changes, I am convinced by actual sound experience that the wholesaler can only go outside of his natural zone in two ways: (1) Taking undue credit risks, or (2) failing to secure a necessary profit. Therefore, the economic and practical way is to restrict territory. Now with restricted territory producing an enlarged volume of business, the manufacturer needs to study the situation from an angle that perhaps has escaped his attention. We all like big customers. A big order is never despised, but sometimes a big order at an undue concession as compared with the rest of the accounts, is a liability instead of an asset.

Special Favors.

When markets become sluggish there is a temptation on the part of the manufacturer to seek the large buyer, or rather the largest buyer for the purpose of continuing his mill, or disposing of his surplus until the tide can turn to his advantage. He will quote a special discount, ranging from 2½ per cent and sometimes an extra 5 per cent to the large buyer. This tempo-

(Continued on Page 56)

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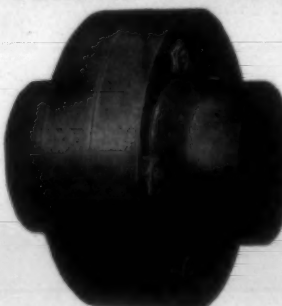
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Charlotte, N. C.

Address of President Beattie

(Continued from Page 12)

per cent on their net profits. This tax of 12½ per cent bears more heavily upon corporations which make only a small return upon their invested capital than did the old excess profits tax and corporation income tax combined. The student referred to says, "Any corporation which earns less than 9.3 per cent on its invested capital is actually paying more under the present law than under the old one." None of the tax bills before Congress contemplate reducing the tax on net incomes of corporations, as far as I am informed. Under existing conditions I think this should be done and this tax reduced to 10 per cent if not to 8 per cent.

Taxation has become so complicated that corporations and individuals having even a very moderate income feel compelled to employ tax experts to make out their returns for them. The present law is so difficult to interpret and the rulings of the Department in Washington have become so voluminous that one but a highly trained specialist can be even reasonably sure tax returns are correct. And even if correct, a Government agent five years later may find fault and necessitate further expert advice and assistance. If this continues our colleges may be compelled to add to their post-graduate curriculum a course on "Tax Laws of the United States," and if this should be done, I venture to predict that the course will be found far more difficult than that in Greek.

The present tax law should not only be made less burdensome but should be simplified so that a citizen of average intelligence can deal with our government without the necessity of intermediate tax experts whose fees necessarily add to the burden.

Another phase of the tax problem which receives very little attention, because it applies only after we are dead, is inheritance taxes. These are very complicated and burdensome. It is perhaps out of place to refer to this tax here, except as it effects stockholders of corporations owning property in various States; for example, we are informed that "when the late Henry J. Jackson, a director of a trust company in Boston, passed away, nineteen different States came in for a share of his taxes and took \$690,000 out of a \$3,000,000 estate.

New York Central Railway stock is taxed by six or seven different States.

It seems that these burdensome inheritances taxes may ultimately have a serious effect on the marketability of stocks and bonds of corporations owning property in a number of States.

If we are correctly informed there are three separate and distinct tax bills before Congress at present: the Mellon bill, the House bill and the Senate-Democratic bill. I do not believe that the total amount of taxes collected under any one of

the proposed bills would vary materially.

Mr. Mellon, Secretary of the Treasury, is regarded as a man of exceptional ability and high character and is in a position to study the important problem of taxation intelligently and thoroughly. The country owes him a debt of gratitude for his clear and comprehensive statements and recommendations. His discussion of tax burdens has given the citizens of our country a better grasp of the problems and no doubt the members of Congress have profited by the light thrown on the subject.

We are led to hope that many needed reforms will result, if not immediately at least in the early future.

Development of Bleacheries and Finishing Plants in the South.

You will recall that President Tyson at our Washington meeting urged the necessity of bleacheries and finishing plants in the South and greater diversification of products. And President Hutchison last year in Richmond emphasized the need of plants in the South for the manufacture of textile machinery and repair parts—all in line with the association's general policy looking to the establishment of an independent and self-contained industry in the South. In both instances, our association gave hearty endorsement to these valuable suggestions by adopting strong resolutions calling upon our members to do everything in their power to aid in their practical accomplishment. It is gratifying to me, your president, to take note of the splendid progress already achieved, and the plans under way for their further development. One of the outstanding features in Southern development during the past two years has been precisely in line with these recommendations, and it is a tribute to the work our association is doing that such hearty and instant response should have been given to these timely suggestions.

J. E. Sirrine & Co., mill engineers, of Greenville, S. C., wrote me April 25, "it is practically impossible to determine what new and additions to existing finishing plants were completed during 1923, but the additions during 1923 and early in 1924, all ready for operation in July, 1924, are:

New plants	7
Approximate yardage per week	6,820,000
Additions to existing plants	7
Approximate yardage per week	4,300,000
Information as to the mills purchasing yarn dyeing equipment in 1923 was secured from the Southern Franklin Process Company and only includes their equipment:	
Mills purchasing this equipment	8
Approximate pounds per week	100,000

"All of the above information is approximate."

We are reliably informed that more than one corporation engaged in the manufacture of cotton mill machinery and repair parts is seriously considering establishing

plants in the South, and we hope be available before our next meeting that more definite information will be available. In the meantime, it is well to bear in mind that supplies and machinery repair parts have not been reduced in price, although we believe they should have been.

Muscle Shoals.

To the ordinary business mind, it seems strange that some properly constituted committee can not make clear to the thoughtful average citizen the details of Mr. Ford's offer for Muscle Shoals, and the details of the offer of the Associated Power Companies of the South, and any other prospective buyers, so that a fair comparison can be made. There appears to be so much pressure to have Congress act in haste and sell the birthright of the people, one naturally grows suspicious and wonders if it would not be better to have full investigation by Senate committees precede, rather than follow, sales of public property.

This question regarding Muscle Shoals suggests water powers in general and the conservation of forests along the sources of our streams. This subject is too broad in its scope to permit of more than a bare reference. When we learn that we are cutting our forests, east and west, of a total of twenty-five billion cubic feet of wood annually, while growth replaces only six billion; and that three-fifths of the timber originally in the United States is gone, we must realize that our citizens in general should support and encourage our State and National governments in every way to protect existing forests and carry out plans for replanting timber lands as far as possible. We are informed that "many owners of timberland in nearly all parts of the country are ready to engage in the business of growing timber if public aid can be extended in the protection of forest lands from fire, and in the adjustment of forest taxes."

Report of Dawes Committee.

The recent report of the Dawes Committee on Reparations is so clear and appears to be so reasonable that the nations interested will surely feel compelled to adopt the recommendations. Nothing which has occurred since the armistice was signed appears to offer such a practical and constructive program for solving international differences as this report. If it is adopted and Germany honestly makes proper efforts to meet her obligations, we can hope that the affairs of the world will begin to grow normal. The issue is far reaching when the good faith of a nation is at stake.

Conclusion.

In conclusion, gentlemen, permit me to express to the Board of Governors and to the chairmen and individual members of our various committees, the thanks of our association, for the very valuable and timely services rendered during the past year. The success of any organization such as ours depends largely upon the character and scope of effort put forth by its several committees, and I believe that

our association is to be congratulated upon the personnel of its working units. To those more intimately associated with me in the direction of the general activities of our organization, I also desire to voice my personal appreciation. And to Mr. Adams, our secretary, I would like to express my thanks for his loyal co-operation and untiring services generously exerted in the furtherance of the large and increasing work our association is doing. To all of you, the members of this association, I am indebted for many kindnesses and consideration shown me during the past year.

Report of National Council

(By Stuart W. Cramer, Joint Chairman.)

DURING the past year the council participated officially in the nation-wide convention on the boll weevil menace held in New Orleans, September 19-20, 1923. A. W. McLellan was chairman of our special committee.

Federal Trade Commission activities on the misbranding of cotton goods were discussed and W. E. Winchester was appointed to represent the National Council on these matters.

The council was also represented in the conference with the Department of Commerce in Washington, in relation to have statistics on imports and exports recorded and published both in yards and pounds.

The joint chairman of the National Council were invited by the New York Cotton Exchange to participate in a conference in New York which was later followed up by representation of the council at a conference before the Federal Trade Commission on the subject of delivery of cotton at Southern points.

Other routine matters were discussed as usual.

An important meeting of the augmented council will be held immediately after our business session this forenoon, which will be attended by representatives of the following organizations: The American Cotton Manufacturers Association, the National Association of Cotton Manufacturers, the Yarn Merchants Association, the Arkwright Club, the Association of Cotton Textile Merchants of New York and the Middle States Textile Manufacturers' Association.

Czechoslovak Textile Business Good.

Operating conditions in the textile industry continue generally favorable, and the seasonal trade in finish goods is reported good. An increasing demand for cotton prints and also for wool fabrics is reported from the Near Eastern countries. Prices are generally firm except in cotton goods where reductions are being made on new business in keeping with the decline in the world market prices. The small domestic silk industry is operating close to normal capacity, and the improved situation in the linen industry that developed some three or four months ago continues.

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Manufacturers and Distributors

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Stauss Rectified Tallow, Oil and Gums for all warp sizing and finishing purposes

Problems of Southern Wholesale Dry Goods Merchant

(Continued from Page 53)

rarily may be to the advantage of the manufacturer, but even within a season it proves detrimental to the greater bulk of his customers, as well as to himself.

Little "Big" Markets.

The wholesaler in every market has his following, and even the great centers of New York, Philadelphia, Chicago and St. Louis do not today distribute the bulk of the merchandise or even half of the merchandise, or even 35 per cent of the merchandise manufactured by the membership of the American and National Cotton Manufacturers' Association.

I do not mean to suggest there that a large buyer is not entitled to consideration, but I do mean to emphasize that no special quotations or discounts should be given one or two markets without furnishing those quotations or discounts to the best rated customers on your books.

Based upon population and the condition of the territory, it is possible that a small wholesaler at Albany, Ga., or Tupelo, Miss., is just as essential as one in Chicago or St. Louis. Certainly they are bigger than the big cities. In these days of fluctuations there are too many prices. This season has witnessed unjustifiable prices being made. Ordinarily a successful buyer studies with a great deal of care the commodity market, the labor, industrial and agricultural resources of his section.

Price Making.

There will always be buyers who will get the edge on other buyers. Such competition is to be encouraged rather than discouraged. The firm that buys right is entitled to all the consideration he receives for backing his judgment. This year prices have not been made based upon fundamentals governing the price, but have in many instances been arbitrarily made without taking into consideration the trade as a whole. It may be possible that some prices were actuated by the law of self-preservation, but events up to the present do not, according to my observation, prove that they have been advantageous to the individuals. There have been mid-season changes in quotations to a lower standard of prices, while labor has remained stabilized and the cotton market has exhibited an extraordinary firmness. This has proven disastrous to the mills and the wholesalers. I know that certain lines of cotton textiles, which have been offered the wholesaler between the range of 11 cents and 12 cents only reached such levels a few years ago when cotton was selling at 14 cents a pound and labor had not received a 12½ per cent advance. I could pursue this line of argument into certain sales of yarns entering into hosiery but would rather confine my remarks more particularly to the fabric situation.

There is certainly a necessity for a closer co-operation among man-

ufacturers, looking to a stabilized market. There is very little leadership of a constructive nature working toward stabilizing of production or of prices. I am convinced by actual observation, as well as by economic research, that the fear of the Sherman Anti-Trust Law is working undue hardship upon some industries, as well as the experimental work being done by the Federal Trade Commission.

The old law of caveat emptor has been supplanted by the American business firm to the rule that the customers must be given honest value. The majority of business men are honest and insist on doing right. I am positively confident that the anti-trust laws permit an association through its membership.

1. To agree upon, adopt and use trade customs, relating to weights, qualities, standards, etc.

2. To gather, compile and disseminate statistics as to the trade, and the supply and cost of raw material, including total amounts sold and prices at which sold.

3. To investigate and adjust unfair business methods of customers and to adopt a uniform cost system.

While these provisions are outstanding, the interpretation seems to be different each year as construed both by the courts and by the Federal Trade Commission.

1. Then right on the heels of this interpretation we are advised associations may not agree among themselves to fix prices.

2. Nor agree to limit their output or allot territory in which to confine sales or distribute.

The law does not possess so many "teeth" but the interpretation is much more political than fundamental. No man wants to be branded a criminal nor suffer the inconvenience of an indictment by the none too well informed representatives of the Government. There can be no monopoly except where capital is pooled in an industry and the provision prohibits the association from "limiting production" by its membership needs business interpretation instead of political "war-cries" when necessary adjustments would stabilize markets.

Forward Buying.

In January, 1919, our office did not hesitate to advise six months, seven months, and even 12 months, advance buying. The statistical position of merchandise on hand seemed to justify this advice being given. It was a current slogan at that time that "the war was over and prices had to come down." There were no specific statements or statistics in regard to merchandise suitable for consumer, but based purely upon such data as were available. I believe that over 85 per cent of textile production had been going for war purposes. Therefore, I reasoned that with the continuous curtailment of consumer buying, it would take the mills over one year to supply the vacuum for peace requirements.

Several years ago the mills made up their lines and presented them in January for their spring season.

The wholesaler made an initial purchase for immediate shipment and dating was given around the month

of June. In recent years, we have been called upon to buy in December, to pay in January, to sell these lines from July to October, and to get our money around the close of the year. I am convinced that the trend will be for a correction of these inequalities. Mills will necessarily have to respect the minimum terms which the wholesaler can exact from his trade.

I am satisfied that the wholesaler will not under ordinary conditions assume the maximum risks in marketing merchandise in this connection. I do know that the wholesaler is not insensible of a mill's requirements, but I do urge you and your selling agent to shorten the gap, believing that this will give a steadiness to your market and curtail unnecessary and unwarranted speculation.

Even in such a position, which is unparalleled in any phase of economic history, the wholesaler has had little or no encouragement to purchase on a market, by reason of the statistical position of the commodity or the labor situation surrounding the textile industry, for the following reasons: 1. The practice the mills have been following of naming prices on seasonable merchandise in the middle of a season, even before the mills have finished the delivery to the wholesaler of the goods which he bought for the season during which the new prices are named, and before the wholesaler has had a chance to distribute the goods bought. 2. The mills selling the so-called "mill agents" or "case lot jobbers," who have no overhead nor organization expense to keep up. 3. The practice of giving the trade papers the mills' net prices to the wholesaler.

It is hard for him to understand that with cotton above the 26-cent level he should show more confidence than the manufacturer who is willing to quote merchandise on prices more in accord with cotton at a range from a low of 14 cents a pound to 25 cents a pound, although we are informed that the spot market has averaged around 30 cents a pound.

In practically no instance have we been called upon to buy staples, based upon the cost of production. Therefore, with a reasonable knowledge of the cost of production the buyer ordinarily is quick to enter a market. But when the mills begin selling their cotton and arbitrarily name lower prices in mid-season it is best to withdraw until the source of supply gets over its scare. The wholesaler has been about the only individual to support the market for the past five months.

What Is A Wholesaler?

Who is a wholesaler? When I first became connected with this association, I remember listening to numerous speeches, as well as complaints, about house selling both the wholesaler and the retailer. Quoting strictly from memory, I believe it was about the year 1906 that certain commission men agreed that any concern having a volume of \$1,000,000 was entitled to buy the same as a wholesaler. Again quoting from memory, I doubt very much if there were more than two retail

establishments in the entire south whose volume at that time amounted to \$1,000,000. Today there are retailers in all our cities and many of our small towns whose volume greatly exceeds \$1,000,000. Just who, then is a wholesaler? A retailer with a volume as large as a million finds it extremely advantageous to buy number of lines from a wholesaler—more advantageous than buying in advance from the manufacturer. Of course there has grown around this type of buying a great deal more pride than economics. I see evidences every day of retail concerns buying at wholesale in distant markets, rather than in their local markets, though the local markets quote the same price plus delivery plus smaller assortments at their very door. It is rather plain that sound and effective distribution should require that selling should be confined either to the wholesaler or to the retailer—not to both.

I do not think that I am prejudiced in making the statement that on American manufactured goods the retailer will find it more profitable over a range of two years, to let the wholesaler be his base of supply.

This topic, of course, could easily consume much or more of the time than is allotted to me.

Again, the wholesaler, assuming that the manufacturer does not sell the retailer, is the problem of the broker. Assuming that in the initial opening of the season's lines the wholesaler has purchased 85 per cent of the volume sold, the manufacturer has caught up with these orders he proceeds to sell direct or indirect to a broker, who, in many instances has no other investment than stationery, a stenographer, a typewriter and a duplicating letter machine. This broker cuts the price of your article from $\frac{1}{4}$ to $\frac{3}{4}$ of a cent. He loads up the retailer with a case of goods whereas he should have only a limited assortment. I am convinced that this evil has broken many a retailer, and led to cancellations and unnecessary correspondence and adjustments by the legitimate wholesaler.

Business and demands are constantly changing. We used to sell gross after gross of suspenders. Jeans was our leader. Our traveling salesmen report that the ladies are not wearing bleach muslins. They ought to know, because they cover the territory. Bleach muslins, aided by laces, were even a few years ago our biggest sellers. Today we have to dye them or crinkle them or disguise them to put them into wearing apparel. We still sell a reduced volume of brown cottons—a volume not to be despised, but just what they are being used for after they leave our hands, I am unable to report.

The little braids that adorn gingham dresses were profitable for a while, but we have quantities of these as reminders of the time when they were profitable and popular. Our volume on stiff shirts is negligible. The shoe designers have helped us out by making black and white shoes the vogue, and consequently we try to sell the best qual-



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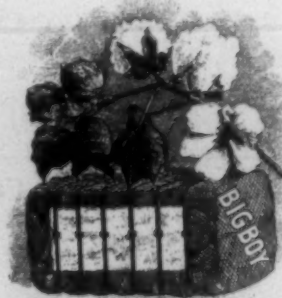
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ity silk and cotton hosiery at a fair price rather than sell the flimsy and cheapest "dawn," "flesh" and "peach" at higher prices.

When women took to the craze of bobbing their hair, down went our ribbon sales. Notwithstanding the increased number of laborers we find workmen wearing patent leather shoes and store clothes instead of overalls.

Our business for a number of years was to supply retailers with goods to sell the consumers at 10, 15, 25 and 50 cents and \$1. I find, notwithstanding the high cost of living, that the demand now is for merchandise selling at prices from 35 cents to \$3.50 a yard, and it is particularly noticeable that demand is for higher-priced goods rather than for cheaper goods.

Some retailers have stated to me that after marking down their staple merchandise, their customers would ignore the goods by reason of a lower price. I feel quite confident that the sale of staple goods would have been greatly increased if retail prices had followed wholesale and manufacturing prices, but I can not overlook the fact that the consumer has been purchasing more from the standpoint of prices than from the standpoint of utility, or, in another way, more from the standpoint of style than of usefulness.

Even if the consumer is able to pay more for merchandise, experience proves that it is unwise to ignore even prices. The mill must consider at all times in building its fabrics that they must fit into a price for the consumer. 64x60 percales may have been cheap when we paid 30 cents for them, but retailers could not get the consumer to buy them at 35 cents to 39 cents. Retailers resist paying over 16 1/2 cents from a wholesaler for a fabric to sell at 25 cents. If the price we quote is 17 cents or 17 1/4 cents their sale price is most often at 29 cents and above.

These uneven prices tend to restrict goods going into consumption. I have every reason to believe that the retailer will mark down his staple merchandise more in line with the price paid and the sooner this is done the better volume will be reflected in sales.

We have not hesitated to purchase pile sheen goods and variations of this fabric. We are thoroughly acquainted with cashmere coating, and we are ready to buy any line of merchandise that you gentlemen can assure us will meet the demands of a woman's fancy.

Report on Standardization of Dyestuffs

(By Stuart W. Cramer, Jr.)

A COMMITTEE to work on the standardization of dyestuffs having been appointed by the Secretary of Commerce, representation on this committee was requested from the American Cotton Manufacturers' Association and from the National Association of Cotton Manufacturers. Mr. Hindle, of the American Printing Company, was designated by the latter association and the

undersigned by the former.

In July, your representative on this committee took the opportunity of meeting and consulting with Mr. Hindle; we were joined by Mr. Meserve and Professor Olney, of the Lowell Textile School, who is also president of the National Association of Textile Chemists and Colorists. The latter outlined the origin of the committee and the objects of its work.

On April 23, 1924, your representative attended a meeting of the committee in Washington, at the Bureau of Standards. The meeting was informal, various persons making statements concerning the aims and progress of the research work being done in the bureau.

Four principal objects are being sought:

1. Positive identification of dyestuffs.

2. Uniform nomenclature of dyestuffs.

3. Tests to determine the strength and purity of any dyestuff.

4. Tests to determine the fastness of various dyestuffs to light, washing, bleaching and perspiration.

It was stated by the chemist in charge of the work that the spectro-photometer was entirely capable of determining the positive identification but that uniform nomenclature was merely a matter of arbitrary classification, after positive identification.

Tests for strength and purity have not as yet been conclusive but the bureau representatives were of the opinion that the spectro-photometer would furnish the solution of these problems also. It was admitted, however, that nothing definite in this direction has as yet been accomplished.

Tests for fastness were being carried on by the usual laboratory methods, and the results for different dyestuffs tabulated as soon as they were determined.

A plea for financial assistance was made by Dr. Burgess, director of the Bureau of Standards. While the bureau, as a government agency, is not allowed to accept monetary contributions, a system of fellowships is authorized whereby an individual or a corporation may buy a fellowship in the bureau. This simply means that an individual or corporation may employ a technical expert and send him to the Bureau of Standards for a year; while there he is given the facilities of the bureau in his research work, his entire expense being borne by the individual or corporation sending him there; the cost of this fellowship is consequently entirely dependent upon the caliber of man sent; the direction of his researches may be limited by the people who send him there.

In response to this plan, the National Association of Synthetic Dyestuff Manufacturers offered to take such a fellowship, through its representative on the committee.

Your representative does not believe that sufficient benefits to our industry are as yet in sight to warrant the American Cotton Manufacturers' Association in taking such a fellowship.

Report of G. W. Forrester, Traffic Manager

WHEN my friend, Winston Adams, who is serving so efficiently as your secretary-treasurer, informed me that this department would be expected to make a brief report here today, and later indicated that a very brief report was expected, I was further impressed with his earnest and intelligent consideration for you at all times. I shall therefore undertake not to lose sight of his injunction.

For the past two years the Interstate Commerce Commission has been conducting a general investigation of class rates within Southern territory and between that territory and official classification territory on the north. Known as the Southern Class Rate Investigation, Interstate Commerce Commission Docket 13,494, it is perhaps the most important and far-reaching investigation ever held by the commission with respects to Southern rates, involving as it does, not only the measure of all class rates to and from and between Southern territory, but what is more important, undoubtedly setting all necessary precedents for the subsequent revision of the more important commodity rates.

Commissioner Joseph B. Eastman, who heard the entire investigation, which involved a stupendous amount of record participated in by the representatives of all carriers, and the majority of important shippers, has recently prepared for criticism his proposed report in this case. Under Commissioner Eastman's tentative report, which of course will not receive the support of all shippers and quite likely not that of the carriers, rates are suggested which are materially lower than those proposed in the investigation of the carriers and which are, as to be expected, some higher than those proposed by the shippers. The proposal in so far as the measure of the rates goes, represents a compromise between proposal of the carriers and that of the shippers. It does not represent a compromise, however, as to method of construction of rates involving Southern territory heretofore made, and certainly offers quite a comprehensive method for the future publication of all rates of interest to Southern shippers. It is our opinion that, taken in its entirety, the proposed rates, if ultimately adopted, will give the South a better adjustment of rates than we have heretofore had. Certain important rates as proposed are probably too low, others too high, yet we feel that these can be worked out satisfactorily, if the proper effort is made by all interested parties—I mean the commission, the transportation companies and the shipping public.

Many important rate adjustments are being delayed, awaiting the outcome of the Southern Class Rate Case; many have been disposed of, and others are still pending. We have undertaken to serve your in-

terests during the past year in many conferences with traffic officials and hearings, formal and otherwise before the rate committees, classification committee, State commissions and Interstate Commerce Commission. Important revisions and adjustments have been made in many of the rates, classifications, carload minimums, etc., etc., in which you are interested, full information regarding these having been furnished your Traffic Committee and Board of Governors. We have also co-operated with the Southern Traffic League and the Southeast Shippers Regional Advisory Committee in their activities.

As the marketing of your products is of paramount importance, the message we would leave with you today is an urgent appeal that you extend to transportation companies that are serving you, your sympathetic co-operation.

With return of the railroads to their owners, March 1, 1920, the management was confronted with the problem of restoration. A depleted treasury and business depression running throughout 1921 did not admit of additional capital expenditure during that period which was one of strict economy for everybody. The first needs for the movement of larger traffic were additional equipment and motive power and these needs were promptly recognized and provided for by the carriers of the South so that they have been able to supply cars for loading and to move promptly the largest tonnage in their history, and we challenge anyone to successfully contend that they have not kept pace with the progress and development of our section. Just how well they have met the situation is reflected in the statement that last year their average daily car movement, 10 per cent, thus showing by far the greatest average daily car movement of all railroads in the United States, a wonderful help in the marketing of your products. We have every assurance now that the matter of inferior transportation in the South, which has never existed to the extent as thought by some, is a thing of the past, generally speaking. Solid textile trains operating daily in all directions and package cars to the gateways and trade centers and greatly improved and increased facilities and equipment, enable you to fully meet competition, in that respect. Covering 1923 operations, one of our most important rail lines issued statements showing their actual ratio of loss and damage to earnings on all freight handled to be less than 1 per cent. They further showed that their ratio as applied to the mill products was much lower than their general average. Your co-operation in the preparation of your products for shipment, and otherwise, which will contribute to this end, is very helpful and should be continued and even increased.

Mr. Watkins, our counsel, has co-operated with us very cordially during the past year. We have consulted him freely and his advice and counsel has been very helpful.



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Cotton Goods

New York.—The cotton goods market showed a little more activity during the past week, although the total volume of business continued small. Filling-in orders showed some increase in various lines of finished goods. Unfinished lines were a little better. The higher cotton markets stiffened values and buyers were more inclined to operate. Some fairly good sales of print cloths were reported at the end of the week. Sateens, twills and drills were slow, and there was little business in combed goods.

There was fair business in print cloths for June-July delivery, and advances of $\frac{1}{4}$ cent a yard were paid on several of the standard styles. The trade was largely on 64x60, 5.35 yard, 68x72, 4.75 yard, and on 60x48, 6.25 yard. For spots and May of 64x60, 8 $\frac{1}{2}$ was paid, and some were obtained for June, early in the day at the same price. Later, 9 cents was paid for June-July. Bids of $\frac{1}{4}$ for June were being declined, with 9 the best. Many would not consider July business.

For 37-inch, 48 squares, 4.00 yard, 10 $\frac{1}{4}$ net was paid. Some goods had been obtained previously at $\frac{1}{4}$. Several were quoting $\frac{1}{2}$. For 5.50 yard, 7 $\frac{1}{2}$ net was reported, with some asking 8 net; 8 $\frac{1}{2}$ net for 36-inch, 5.00 yard; 8 $\frac{1}{4}$ net paid for some 31-inch, 5.00 yard; some declined bids of $\frac{1}{4}$ for 6.15 yard, holding for 7 $\frac{1}{4}$ net; 11 net for 56x60, 4.00 yard; 9 $\frac{1}{2}$ net for 4.70 yard; 10 $\frac{1}{4}$ net for 40-inch, 3.75 yard. Bids of 14 net for 40-inch, 2.85 yard were not productive, 4.25 yard, 9 $\frac{1}{4}$ to $\frac{1}{4}$, net, was reported; 12 to $\frac{1}{4}$ net for 40-inch, 3.60 yard.

Reports on trading vary in the cotton duck market. Mills either find buyers ordering against their strictly current needs or anticipating their requirements slightly ahead. In several quarters contracts were placed for deliveries to continue through June and July, though the quantities involved hold within moderate limits. Several leading duck mills found a little more buying interest centering in spot goods of nearly every description, single and double filling, army, wide and sail duck. No change in quotations was made though the actual selling basis was firmer than a week ago.

A few spot inquiries were noted in the tire fabric market during the past few days with cords and chaf-

ers wanted. The best quantity inquired for was 5,000 pounds. The beginning of curtailment in fabric and tire production is referred to in the trade, the impression being that some tire mills have bought sufficiently for delivery during the first six months of the year to suffice their needs during the third quarter. Fabric mills are reported to be stocked with enough fabric to satisfy any moderate demand that may come later. No great quantity of square woven is considered to be in stock, while various constructions of cords are being held.

Trading continued very light in the Fall River print cloth market, with the estimated sales placed between 10,000 and 15,000 pieces. This estimate includes goods of every character and description, and is one of the smallest weeks of the depression period.

Very little interest has been noted by either buyer or seller, and the volume of trading during the week is made of sales amounting to a few hundred pieces in each instance. The 36-inch low counts figured almost exclusively in the trading. Sales as reported day by day were approximately 1,500 pieces, not a good sized order under ordinary conditions. Orders for small amount dribbled in and considerable difficulty had been experienced in placing the orders.

Cotton goods prices were as follows:

Print cloths, 28-in., 64x60s	6 $\frac{1}{2}$
Print cloths, 27-in., 64-60s	6 $\frac{1}{2}$
Gray goods, 38 $\frac{1}{2}$ in., 64x64s	9 $\frac{1}{2}$
Gray goods, 39-in., 68x72s	10 $\frac{1}{2}$
Gray goods, 39-in., 80x80s	13 $\frac{1}{2}$
Brown sheetings, 3-yard	14 $\frac{1}{2}$
Brown sheetings, 4-yard	12
Brown sheetings, stand.	15 $\frac{1}{2}$
Ticking, 8-ounce	26
Denims	24 $\frac{1}{2}$
Staple gingham	15
Dress gingham	18 $\frac{1}{2}$ a21
Standard prints	9 $\frac{1}{2}$

Brazilian Exports of Cotton.

Raw cotton exports from the port of Recife, Brazil, from August 1, 1923, to April 6, 1924, totalled 43,892 bales of about 400 pounds each, compared with 39,063 bales for the corresponding period during 1922-23 season, according to a report from Consul E. Verne Richardson, Pernambuco.

B V C

TRADE MARK

WARP TYING MACHINES HAND KNOTTERS
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The Yarn Market

Philadelphia, Pa.—The cotton yarn market was considerably firmer last week. Both mills and dealers held for quoted prices, only a few dealers showing a disposition offer concessions and then only on small and scattered lots of yarn. Mill prices showed considerable variation on most numbers. The higher cotton markets considered strengthened the belief that yarn prices are due to rise soon.

Sales continued small, most of them covering on small lots for quick shipment. Tinged insulating yarns were the most active constructions. Combed yarns were dull and knitting and weaving yarns in very light demand.

About the most encouraging feature of the present situation is that yarn prices are being well maintained in spite of the poor demand. Most Southern spinners are bullish on cotton and are basing their expectations of better business on the short cotton supply. Mills report serious difficulty in securing good grades of cotton. In general the outlook for the future is considered somewhat better than it was a few weeks ago. Some of the weaving mills in this district have taken on new business recently and will need further yarn supplies to handle it.

The week's business was made of the usual filling-in orders that have been usual in the market for some time past. Orders ranged from 5,000 to 15,000 in a few instances. On sale of 25,000 pounds of coarse knitting yarns was reported on Friday. The demand for yarns from the carpet, upholstery and towel trades has slackened again. The insulating and webbing manufacturers were in the market for limited supplies during the week.

Prices for the week showed little change. Quotations here were as follows, prices as a rule being considerably under mill prices:

Two-Ply Chain Warps.			
2-ply 8s	42 a	2-ply 24s	48½ a49½
12s to 14s	44 a45	2-ply 30s	52 a
2-ply 16s	46 a	2-ply 40s	61 a
2-ply 20s	46½ a47	2-ply 50s	72 a
Two-Ply Skeins.			
8s	42 a	40s	59 a
10s to 12s	42½ a43½	40s ex.	64 a65
14s	44 a	50s	72 a
16s	45 a46	60s	80 a81
20s	46 a	Tinged Carpet	
24s	48 a48½	3 and 4-ply 38 a	
26s	49½ a50	White Carpet	
30s	51 a51½	3 and 4-ply 41 a	
36s	57½ a58½		
Part Waste Insulating Yarn.			
6s, 1-ply	36 a	12s, 2-ply	40 a41
8s, 2, 3 and		20s, 2-ply	45½ a46
4-ply	36½ a	26s, 2-ply	49½ a50
10s, 1-ply and		30s, 2-ply	51 a51½
2-ply	38 a		
Duck Yarns.			
3, 4 and 5-ply		3, 4 and 5-ply	
8s	41 a42	16s	45½ a46
10s	42½ a43	20s	46 a46½
12s	43½ a44		
Single Chain Warps.			
10s	43 a	24s	48 a
12s	44 a	26s	50 a
14s	44½ a	30s	52 a53

16s	45 a	40s	61 a
20s	46 a		
Single Skeins.			
6s to 8s	41½ a	20s	45½ a46
10s	42 a	24s	48 a
12s	43 a	26s	49½ a
14s	43½ a	30s	51 a52
Frame Cones.			
8s	41 a	22s	45½ a46
10s	41½ a	24s	46½ a
12s	42 a	26s	47 a
14s	42½ a43	28s	48 a
16s	43½ a44	30s	50 a51
18s	44½ a	30s tying in	48 a49
20s	45 a	40s	58½ a59½
Combed Peeler Skeins, Etc.			
2-ply 16s	60 a	2-ply 50s	78 a
2-ply 20s	63 a	2-ply 60s	80 a83
2-ply 30s	66 a	2-ply 70s	98 a
2-ply 36s	68 a	2-ply 80s	112a
2-ply 40s	70 a72		
Combed Peeler Cones.			
10s	50 a51	30s	63 a65
12s	51 a52	32s	63 a65
14s	52 a53	34s	65 a67
16s	53 a54	36s	70 a71
18s	54 a55	38s	70½ a71½
20s	55 a	40s	71 a72
22s	55 a56	50s	78 a80
24s	56 a56½	60s	85 a
26s	56½ a57	70s	100a
28s	57 a58	80s	110a
Carded Peeler Thread Twist Skeins.			
20s, 2-ply	54 a	36s, 2-ply	64 a
22s, 2-ply	55 a	40s, 2-ply	63 a
24s, 2-ply	57 a	45s, 2-ply	73 a
30s, 2-ply	59 a	50s, 2-ply	78 a
Carded Cones.			
10s	46 a	22s	52 a
12s	47 a	26s	55 a
14s	48 a	28s	56 a
20s	51 a	30s	53 a

British Cotton Mills Troubled By Fluctuating Cotton Prices.

Fluctuations of raw cotton prices have made trading somewhat difficult. Manufacturers have been taking a firm position and have refused to follow downward trend in raw cotton. Spinners, who prior to the Easter holidays consistently improved their margins from an unprofitable to a cost basis and in some cases a profitable one, further strengthened their position by making price reductions which allowed for only part of the cutting in raw material prices. Yarn values dropped 1/4d to 3/4d per pound.

United States Imports of Cotton Cloth During April.

Preliminary figures show that United States imports of the principal classes of cotton cloth through the ports of New York, Philadelphia and San Francisco during the month of April totalled 13,107,417 square yards, valued at \$2,789,284. About 12,700,000 square yards were received through the port of New York. The receipts at the above named ports included the following principal classes: Poplins and broadcloths, 5,868,201 square yards, \$1,261,908; sateens, 3,150,429 square yards, \$567,836; voiles, 1,270,502 square yards, \$238,353; lawns, organ-dies, nainsooks, cambrics and similar fine goods, 573,910 square yards, \$112,965; ratines, 502,421 square yards, \$174,982; crepes, 469,599 square yards, \$67,759.

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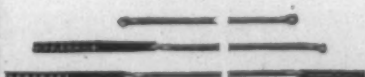
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WANT position as superintendent or will take place as overseer, carding spinning or weaving, prefer weaving. Now employed in good North Carolina mill, but wish to change for better place. Best of references. No. 4135.

WANT position as overseer carding in good sized room. Prefer Georgia or Alabama. Eighteen years as overseer in good mills. Now overseer in large mill but have good reasons for wishing to change. Age 48, have family, have good textile education and can run the job. No. 4136.

OVERSEER carding, now employed, wishes to make change. My experience and training fit me to handle large job in good mill. Good manager of help, first-class references as to character and ability. No. 4137.

WANT position as superintendent yarn mill of 10,000 to 15,000 spindles. Age 45, married, long practical experience, 12 years as superintendent. Now employed but have good reasons for making change. References. No. 4138.

WANT position as slasher tender or second hand in spinning. Well qualified for either place. Best of references. No. 4139.

WANT position as roller coverer. Am expert in roller covering and can demonstrate my ability in short time. Now employed in good mill. Want to correspond with mill needing man of unusual ability. No. 4140.

WANT position as overseer of carding. Long experience in handling a combination of both rooms and can get excellent results. Good references. No. 4148.

WANT position as electrician with good mill or some other manufacturing plant. Have had 15 years' experience. Can furnish excellent references. No. 4149.

WANT position as superintendent, or would accept place as carder or spinner. Practical man of long experience as both superintendent and overseer. Best of references. No. 4150.

WANT position as overseer carding or spinning, or master mechanic and electrician. Employed at present but have good reasons for making a change. Can come on ten days' notice. First-class references. No. 4151.

WANT position as overseer carding and spinning. Am 44 years old and have had 20 years' experience as overseer and assistant superintendent. Can furnish best of references. No. 4152.

WANT position as overseer plain weaving or overseer cloth room. Have had more than 25 years' experience on practically all kinds of goods. Am qualified to handle either position. Age 46, have family. Best of references. No. 4153.

WANT position as overseer spinning. Have had long experience in the spinning room and have taken a course with the I. C. S. Good references. No. 4154.

WANT position as overseer of slasher department. Age 32, eight years' experience as slasher and beamer. Good references. No. 4154.

WANT position as overseer weaving. Long experience on wide variety of fabrics and am capable man in every respect. Good references from past and present employers. No. 4156.

WANT position as superintendent of tire yarn or fabric plant, or fine combed yarn mill. Now located in East, but have had 6 years' experience in South. Long term of services superintendent and overseer and am reliable man who can get excellent results. Excellent references. No. 4157.

WANT position as overseer cloth room. Long experience on lawns and sheetings and can guarantee satisfaction. Good references. No. 4158.

WANT position as overseer of small card room or second hand in large room. Am also excellent card grinder. Long experience in good mill. A-1 references. No. 4159.

WANT position as superintendent. Have had 18 years as such and am now employed in my 19th year. Can handle yarn or cloth mill and am high class, practical man. No. 4160.

WANT position as overseer carding or spinning, or both. Past experience and training fits me to handle job in efficient manner. Good references. No. 4161.

WANT position as overseer spinning, or overseer weaving. Long experience in good mills in both departments. Reliable, steady man of good habits. Excellent references. No. 4162.

WANT position as master mechanic. Now employed. Experienced in both steam and electric plants and can handle work in satisfactory manner. Good references. No. 4163.

WANT position as overseer spinning, experienced for many years on both carded and fine combed yarns. Would like to correspond with mill needing high-class man. Excellent references. No. 4164.

WANT position as overseer weaving. Experienced on many different fabrics and am competent and reliable. No. 4165.

WANT position as superintendent. Fitted by training and experience to handle large mill in satisfactory manner. Good references. No. 4166.

WANT position as superintendent; yarn mill preferred. Now superintendent of good yarn mill and have held job for over two years. Giving entire satisfaction. Thoroughly understand carding and spinning. 15 years as superintendent and overseer. Good references. No. 4167.

WANT position as superintendent of cloth mill. Long experience and can give references from many mill executives to show excellent record of past service. No. 4168.

WANT position as superintendent of yarn or cloth mill. Now employed as night superintendent but wish day job. References to show ability, character and past record. No. 4169.

WANT position as superintendent or will take overseer's place in any department. Thoroughly qualified to handle any room in the mill. Best of references. No. 4170.

WANT position as superintendent or carder and spinner. Will go anywhere. Prefer yarn mill of 5,000 to 30,000 spindles. Can come at once. Best of references. No. 4176.

WANT position as carder or spinner. Ten years' experience in carding, spinning and winding. Now employed, but will change on short notice. Age 37, with family. References from present and past employers. No. 4172.

WANT position as superintendent. Practical man, good pusher, can get quality production on all classes of yarns. Good references. No. 4173.

WANT position as overseer spinning. Practical man of long experience on practically all yarn counts made in South. Good references. No. 4174.

WANT position as overseer spinning. Have had 20 years' experience in spinning, spooling and warping in some of the best mills in South, and West, both white and colored work. Age 36, married, sober, now employed as overseer. Good references. No. 4175.

WANT position as superintendent or would take overseer of carding and spinning. Many years' experience as superintendent and overseer and am well qualified in every respect. Best of references. No. 4171.

SUPERINTENDENT or carder and spinner desires position. Would take place as night superintendent in large mill. Prefer mill on plain work. Satisfactory references. No. 4177.

WANT position as superintendent of mill or plain weaving or hosiery yarn. Am now 32 years of age and can give good references. Now employed as superintendent. No. 4178.

WANT position as superintendent or assistant superintendent in medium size mill. Would consider weave room in large mill. Best of references. No. 4179.

WANT position as spinner. Age 48. Have had 20 years' experience and can give excellent references. No. 4180.

WANT position as superintendent of finishing in yarn plant. Long experience in large Eastern mill and have excellent record of service. Fine references. No. 4181.

WANT position as carder or spinner, or box comb. Am specialist in combed yarn work and have had a long term of satisfactory service. Excellent references. No. 4182.

WANT position as shipping clerk. Four years' experience and can handle big job. Now employed as shipping clerk. Gilt-edged references. No. 4183.

WANT position as carder and spinner. Now employed as such, but wish a larger place. Experienced, practical and reliable man. No. 4184.

WANT position as overseer finishing department, white or colored goods. Have had 16 years' experience in cloth room, 12 years as overseer on white and colored goods, wet and dry finish. Best of references. No. 4185.

WANT position as overseer spinning. Have had 12 years' experience as overseer and can furnish best of references. No. 4186.

WANT position as overseer weaving. Can handle either plain or fancy work both colored and white. Now employed. First-class references. No. 4187.

WANT position as superintendent, carder, spinner or carder and spinner. Have acceptably filled overseer's position for long term of years. Best of references. No. 4188.

WANT position as master mechanic and engineer. Experienced and skilled mechanic of long experience. Best of references. No. 4189.

WANT position as overseer spinning. 12 years as overseer and 5 years as overhauler in spinning and twisting. Good references. Address No. 4190.

WANT position as superintendent, or overseer weaving or designer. Have specialized in fancy weaving and designing and can show samples that have proved business getting. Long record of satisfactory service in fine weaving plants. Good references. No. 4192.

WANT position as superintendent of small yarn mill or carder and spinner in larger mill. Have had 20 years as overseer. Good references. No. 4191.

WANT position as superintendent or carder and spinner. Now employed but want better job. First-class references. No. 4193.

WANT position as superintendent. Prefer weaving mill. Practical man of long experience on great variety of fabrics. Good references. No. 4194.

WANT position as overseer carding anywhere in South. Long experience and also graduate of I. C. S. Good references. No. 4197.

WANT position as overseer spinning, twisting or winding at not less than \$40 weekly. Have had 25 years in the mill. 10 years as overseer, have run present room 3 years. Good references. No. 4195.

WANT position as overseer weaving. My experience has been as overseer in a number of large weave rooms and many kinds of goods. Excellent references. No. 4196.

WANT position as overseer of small weave room on plain goods. Am hustler for quality production and good manager of help. Good references. No. 4198.

WANT position as carder or spinner or superintendent. Now employed. Many years as both superintendent and overseer and am competent worker. Good references. No. 4199.

WANT position as carder. Have had 7 years as overseer and can give first-class references. No. 4200.

WANT position as superintendent of yarn or weave mill, or overseer weaving. Long experience in carding, spinning and weaving and winding and can give good references. No. 4201.

WANT position as superintendent of yarn mill. Prefer plant on tire fabrics. Experienced man of good habits and character and can give good references. No. 4202.

WANT position as overseer weaving on any kind of plain work; 12 years as overseer and have always been able to get the goods. Now employed but have good reasons for changing. Good references. No. 4203.

WANT position as spinner. Have held present job for over 6 years and made good record. Can get quality production at right price. Good references. No. 4203.

WANT position as carder or carder and spinner. Am hustler for production and quality and know how to keep costs down. No. 4204.

WANT position as superintendent of yarn mill. Have had 12 years' experience. Have finished course in grading and stapling cotton. Know mill business thoroughly. Best of references as to character and ability. No. 4206.

WANT position as carder in small mill or second hand in large mill. At present employed by good mill but desire to change. Good references as to character and ability. No. 4207.

WANT position as carder. Thoroughly understand the carding process and have long term of experience in good mill. Best of references. No. 4208.

WANT position as superintendent. Experienced and reliable man who can get results. Experience gained in some of the best mills in the Carolinas. Excellent references. No. 4209.

WANT position as superintendent. Am competent executive and good manager of help, experienced in all departments of mill and man of good character and habits. Best of references. No. 4210.

WANT position as superintendent of medium sized yarn mill or assistant superintendent in large mill. Prefer mill in Georgia, Alabama or Mississippi. Long experience as overseer spinning. Have held present place as assistant superintendent for many years, making 4s to 40s single and ply cones, tubes, skeins and warps. References. No. 4211.

WANT position as superintendent or overseer carding and spinning. Am 41 years old, have had 20 years' experience as overseer and superintendent of mills in Georgia. Can give good references as to character and ability and can come at once. Good manager of help. No. 4213.

MASTER mechanic and chief engineer of extraordinary ability will consider proposition by March first. Fine machinist and mechanical engineer. Correspondence strictly confidential. No. 4214.

WANT position as superintendent of yarn mill, or would accept place as carder and spinner. Practical man of long experience who can get results and who can successfully manage help. References. No. 4223.

WANT position as overseer carding. Qualified by experience and training to handle card room in thoroughly practical and up-to-date manner. Good references. No. 4224.

WANT position as superintendent or overseer large weave room. Now employed as superintendent but would like better job. Have long record of successful service and references to show it. No. 4225.

WANT position as overseer weave room or cloth room. Now employed, but wish larger job. Experienced on many lines of goods, competent and reliable. References to show character and ability. No. 4226.

WANT position as assistant superintendent. Age 25, graduate of well-known textile school, three years' experience in all departments of mill, two years as manager of testing laboratory in large mill. Excellent reference. No. 4227.

WANT position as overseer weaving. My experience covers a long term of years in a number of first-class mills, making a wide variety of goods. Excellent references. No. 4228.

WANT position as carder and spinner, either or both. Age 35, have family. Experienced man who can give as reference some of the best mills in the South. No. 4231.

WANT position as overseer of weaving or superintendent of plain weaving mill. Long experience as both superintendent and overseer and can get excellent results. No. 4233.

WANT position as overseer carding. Now employed as night carder, but wish day job. Have had 20 years' experience in carding, spinning, spooling and warping, both white and colored work. Can furnish good references. No. 4234.

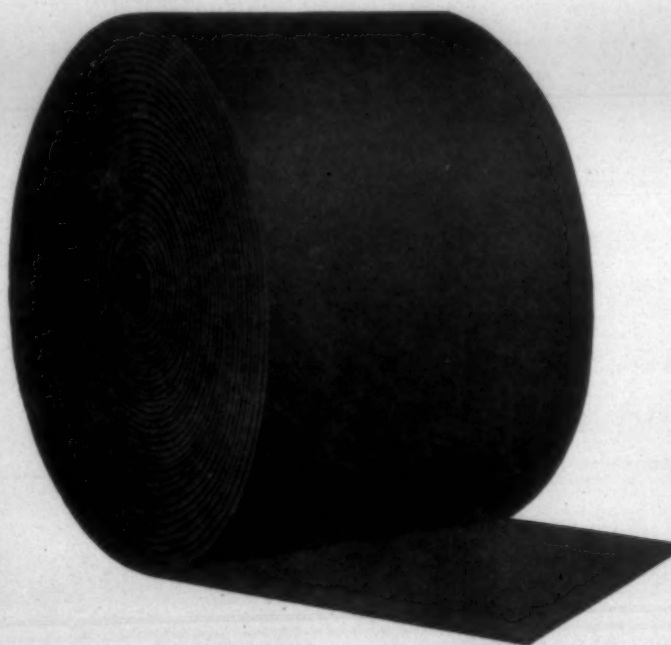
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TRANSMISSION BELTS—
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TRANSMISSION MACHINERY—
Allis-Chalmers Mfg. Co.
Tolhurst Machine Works.
William Sellers & Co., Inc.
Wood's, T. B., Sons Co.

TOILETS—
Vogel, Jos. A., Co.

TOOL CABINETS AND STANDS,
STEEL—
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TRANSMISSION MACHINERY—
Hyatt Roller Bearing Co.

TRANSMISSION SILENT CHAIN—
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TRUCKS (MILL)—
Rogers Fibre Co.

TUBES, PAPER—
Sonoco Products Co.

TURBINES (STEAM)—
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Draper Corp.

TWISTING TAPES—
Saco-Lowell Shops.
Whitin Machine Works.

UNDERWEAR MACHINES—
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Parks-Cramer Co.

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Crompton & Knowles Loom Works.
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T. C. Entwistle Co.

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Drake Corp.
L. Sonneborn Sons, Inc.
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Wadsworth, Howland & Co., Inc.

WARP STOP MOTION—
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Barber-Colman Co.

WASHING POWDERS—
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WASHERS (FIBRE)—
Rogers Fibre Co.

WASTE BINS, STEEL—
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Saco-Lowell Shops.

Whitin Machine Works.

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Economy Baler Co.

WATER INTAKE SCREENS—
Link-Belt Co.

WEIGHTING COMPOUNDS—
Arabol Mfg. Co.

Atlantic Dyestuff Co.
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WHIZZERS—
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Universal Winding Co.

WINDOWS—
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Carrier Engineering Corp.

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WIRE PARTITIONS—
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YARNS—
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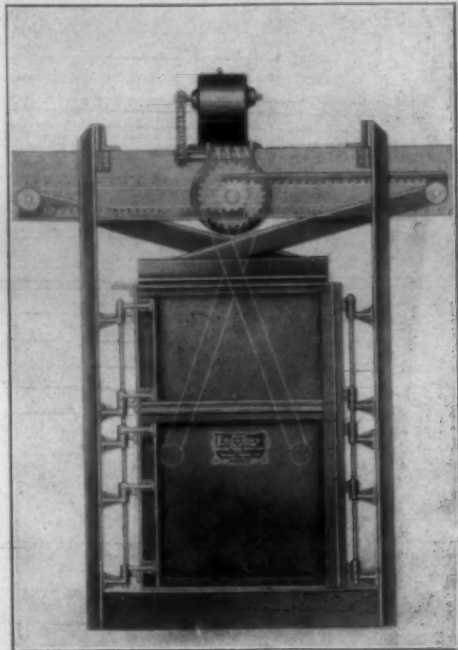
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Direct Motor Connected—Completely Inclosed Chambers
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This Economy yarn baling press is unquestionably the last word in baling press development.

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This new yarn press produces a bale 36" long by 24 wide, of 12 to 15 cubic feet, weighing about four hundred pounds and over, making it possible to produce bales 24 to 36 inches deep, weighing from two hundred and fifty to four hundred pounds and over. Chamber five feet deep. Equipped with a directly connected electric motor capable of pulling up to 10 horse torque, alternating current 2 or 3 phase, 50 or 60 cycle, 220 or 550 volt.

The end doors as well as the sides, swing out independently, leaving all four sides of the bale exposed.

We should like very much indeed to confer with you regarding this Economy yarn press, because it is convenient to load with great pressure and rapid in operation. Very substantially constructed.

ECONOMY BALER CO.

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Hollingsworth on Wheels For Lickerins

My unsurpassed service in rewinding Lickerins has pleased the largest and most exacting mills. You are due yourself an investigation.

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Over the leather system before placing orders for new machinery, or if contemplating an increase in production, have them applied to their old machinery production, have them applied to their old machinery. It is applied successfully to the following room machinery:

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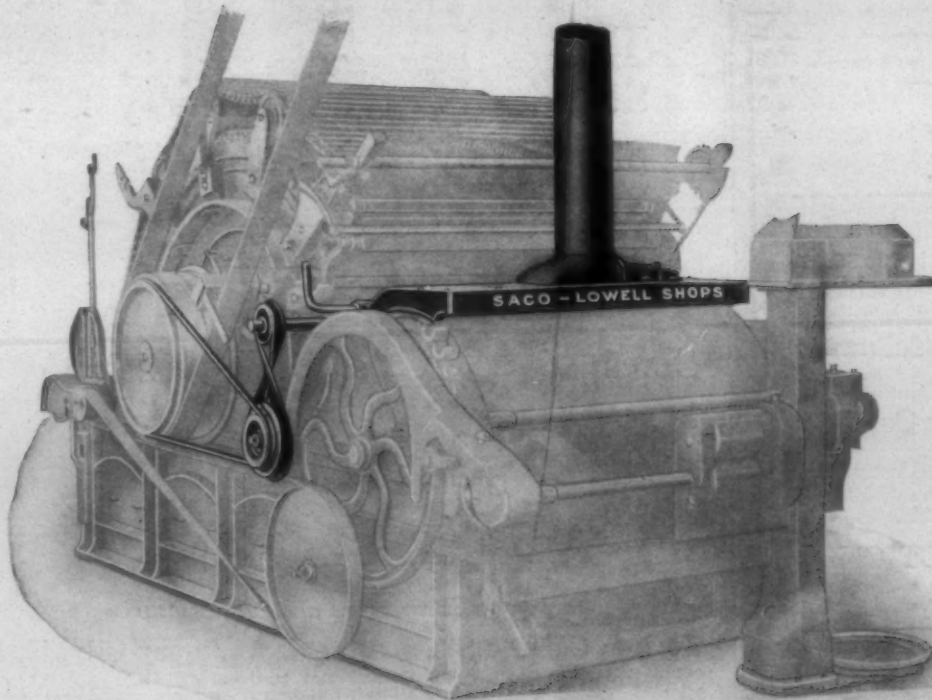


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Labor Saving Equipment for Cotton Spinning Mills

SACO-LOWELL CARD STRIPPER

**\$1,800 Annually Saved in
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Investment**



Actual figures showing the saving made by Saco-Lowell Card Stripper in a mill that has sixty revolving flat cards.

Without Saco-Lowell Stripper

4 Tenders @ \$1,040.00	\$4,160
2 Strippers @ 910.00	1,820

Total \$5,980

With Saco-Lowell Stripper

4 Tenders @ \$1,040.00	\$4,160
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Total \$4,160

Saving—\$1,820.00

Strips conveyed to Picker Room or Waste House, cleaned, uninjured, easily reworked or sold. No dust in stripping. Time required to strip 60 cards, 20 minutes.

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